Trade and Industry

18 April 1975 15p

Budget Policyholders Protection Bill Petroleum Bill Marine safety Nigeria's five-year plan Trade figures Industrial countries' trade Green Paper supplement

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General fairs—page 4 Specialised fair
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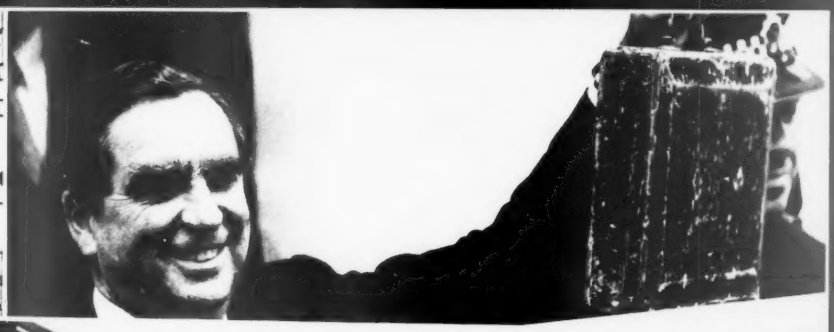

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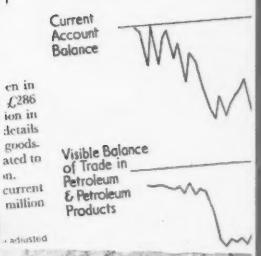

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Policyholders Protection Bill

ARRANGEMENT OF CLAUSES

The Policyholders Protection Board

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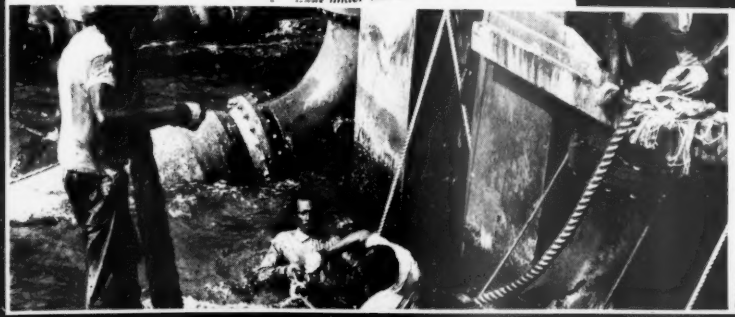
2. Guidance to the Board by the Secretary of State.

under this Act



Percentage shares in main manufacturing countries exports of

	United Kingdom	Canada	USA	Japan	Sweden	Switzerland	Belgium	France
1963	16.3	4.2						
1965	17.3	4.4						
1970	10.5	6.2	20.2	9.0	2.4	2.4	5.2	9.0
1971	10.0	6.2	18.6	9.2	2.2	2.4	5.2	9.0
1972	10.1	6.9	17.9	12.0	2.4	2.6	5.6	8.7
1973	9.4	6.9	16.7	12.0	2.4	2.6	6.2	8.6
						2.1	5.5	8.8
						2.2	5.4	9.3
						2.2	5.7	9.5

TABLE 8 Dollar value of exports of manufactures

	Percentage changes in exchange rate								
	1963	1967	1969	1970	1971	1972	1973	1974	1971
United Kingdom	7	16	6	5	5	5	5	5	105
Canada	2.5	7.5	5.0	5.0	5.0	5.0	5.0	5.0	105
USA	4.5	14.3	8.57	7.5	7.5	7.5	7.5	7.5	105
Japan	3.5	15.0	5.0	16.5	22.5	24.0	10.5	5.5	105
Sweden	14	19	5.0	16.5	8.0	5.0	5.0	5.5	105
Switzerland	10	15	5.0	16.5	8.0	5.0	5.0	5.5	105
Belgium/Luxembourg	8	8.0	5.0	11.5	9.5	5.0	5.0	5.5	105
France	10	19.5	14	10.5	9.5	5.0	5.0	5.5	105

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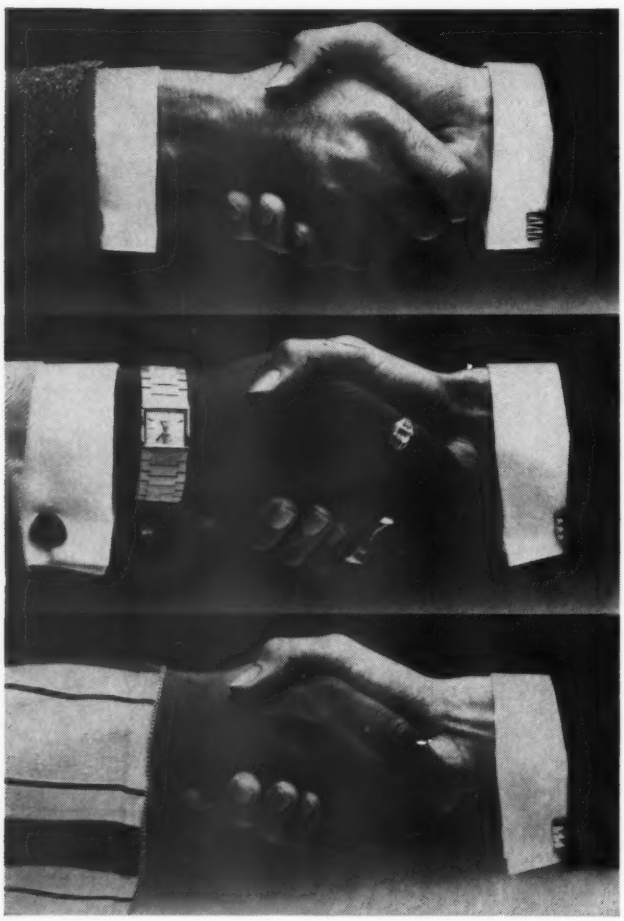
We know the credit status of buyers you'll shake hands with next week.



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Trade and Industry

18 April 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

Our cover illustrates some of the main news items and features in this week's issue. The picture of relevance to the report on the Petroleum Bill shows the 208 ft. Dan Field platform jacket being towed to the Danish sector of the North Sea. The order was recently completed at Methil, Fife, by Redpath Dorman Long (North Sea) Ltd., a month ahead of schedule.

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Home News

The Budget, 15 April 1975

'The main purpose of my Budget today will be to ensure that our economy can take full advantage of the strong recovery in world trade we can expect next year,' said Denis Healey, Chancellor of the Exchequer, introducing his Budget proposals on 15 April. 'The strategy must be to achieve a very substantial improvement in our current account deficit in the next two years and eliminate it entirely as rapidly as possible thereafter. Our overseas deficit must be removed – and the world must know it will be removed.'

The Chancellor said that several factors make it necessary for us to reduce our balance of payments deficit more rapidly than would be possible under existing policies. These include inflation, the greater demand for goods from oil producers and the delay in the flow of North Sea oil. Overall, Britain must keep control of her own policy and by relying unduly on borrowing we would run the risk of being forced to accept the political and economic conditions imposed by others.

To avoid the wasteful disruption and extra costs always involved in short-term cuts in expenditure programmes, the Chancellor decided to rely on higher taxation in the current year, with the reduction in public expenditure taking place in 1976-77.

The Chancellor intends the growth in money supply to be contained at a level which does not fuel inflation and the credit available to be concentrated on the essential needs of the economy.

Checklist of Budget changes

The following is a list of the main items in the Budget affecting industry and trade.

Job mobility and the provision of 30,000 training places through additional allocation of £20 million in 1975/76 and £30 million in 1976/77 to Manpower Services Commission.

Powers to be taken to enable temporary employment subsidy to be introduced if required.

Assistance totalling £100 million for:

i selected firms to go ahead with major investment projects

ii modernisation and rationalisation schemes in, eg the ferrous foundry industry.

ECGD to provide facilities to guarantee loans for pre-shipment finance on large export projects.

Price Code changes:

a Investment relief raised to 20 per cent, and extended to commercial vehicles

b scope for investment relief to be extended to cover investment for exporting

c new power to provide relief where this would assist balance of payments.

Restrictions on imports on gold coins.

Cuts in public expenditure of £900 million (at 1974 prices) in 1976-77.

Corporation Tax: rate unchanged at 52 per cent.

Stock relief scheme for companies to be continued, and extended.

Certain oil companies losses to cease to be allowable.

VAT: higher rate (25 per cent) to be applied to certain less essential goods and services, mainly relating to consumer durables.

Revenue duties increased (with consequential increases in VAT yields).

Customs revenue duties (on beer, wines, spirits, hydro-carbon oil, matches and lighters) to be restructured, to separate revenue-raising parts from protective tariff element as from 1 January 1976.

Vehicle Excise duties increased:

a Private cars by 60 per cent (£25 to £40 a year)

b Commercial vehicles by one-third.

Measures affecting industrial capacity

One of the most persistent problems is the shortage of skilled manpower in key industries and key areas. In consultation with the Secretary of State for Employment **an additional £20 million in 1975-76 and £30 million in 1976-77 will be allocated to the Manpower Services Commission** to strengthen training programmes.

The Secretary of State for Employment will also be introducing an amendment to the Employment Protection Bill to provide enabling powers for a Temporary Employment Subsidy. If required this would enable special payments to be made to firms for a limited period if they were prepared to defer redundancies.

The Chancellor said that, as regards the private sector, full use will be made of powers of selective assistance under the Industry Act to prime the pump for viable investment projects. Further schemes will be introduced to assist certain industries as a whole to modernise and rationalise. Preliminary discussion on a scheme for the ferrous foundry industry are being held with the Economic Development Committee.

£100 million is to be allocated for these purposes.

To help with exports, **ECGD will provide facilities to guarantee loans for pre-shipment finance on large scale projects.**

Also the scope of the investment relief in the Price Code will be extended to cover investment for exporting; the rate of the investment relief will be increased from 17½ per cent to 20 per cent and extended to cover commercial vehicles.

Imports of gold coins, gold medallions and the like, are to be stopped to prevent further speculation and hoarding. The new arrangements do not impose any restriction on holding gold coins already here.

Public expenditure

The planned level of expenditure in 1976-1977 will be reduced by over £1,100 million at present prices or £900 million at 1974 Survey Prices.

Food subsidies in 1976-77 will be reduced by £150 million and housing subsidies by £65 million.

Nationalised industries investment programmes are to produce savings of £100 million and the overseas aid programme will be reduced by £20 million (spaced over two years). There will be no mid-term census.

Company finance

In his November Budget the Chancellor proposed two measures to help companies. He saw signs that improvement in the sector's financial position had begun – borrowing from banks is holding up and there has been a good response to the FFI arrangements.

'The Government has committed itself in its White Paper on the Regeneration of British Industry to the creation during the next decade of a vigorous, alert, responsible and profitable private sector within our mixed economy. I emphatically endorse this commitment,' said the Chancellor. He announced:

There will be no new general reliefs for company sector this year.

The rate of Corporation Tax will remain at 52 per cent.

Rates for small companies, co-operatives and building societies are also to remain the same.

No advance Corporation Tax supplement this year.
Stock relief (introduced in Autumn Budget) will be continued and extended to unincorporated businesses and companies which did not previously qualify.

Mr. Healey said that the Sandilands Committee on inflation accounting has not yet reported, therefore stock relief will be on substantially the same basis, but with some changes in scope, eg land held as investment will be excluded, professional work in progress included.

The relief for those not benefiting in autumn will be for two years, with additional relief to compensate for the wait.

The Finance Bill will include provision preventing oil companies from offsetting against profits losses from transactions at artificial prices in overseas oil.

Indirect taxation

The 25 per cent rate of Value Added Tax on petrol will be applied to a wider range of goods including most domestic electrical appliances (but not cookers, space heaters and fitted water heaters), radios, TVs, hi-fi, etc., boats, aircraft and caravans, other than those currently zero-rated, cameras, binoculars, furs and jewellery.

The annual rate of Vehicle Excise Duty on cars is raised from £25 to £40 and the same 60 per cent increase will apply to motor-bicycles and three-wheelers.

The rates for commercial vehicles are to increase by one-third – with minimum rate for general goods vehicles of £40. Hackney carriages up to £20 from £12.

All indirect tax measures will lead to an increase in the Index of Retail Prices of about 2¾ per cent in the next three months or so, said the Chancellor. 'None of these increases touch essential goods but they are all necessary because as a nation we are at present living beyond our means. For this reason attempts to offset them, or any other tax measures, through pay increases would be wrong, damaging, and in the end self-defeating.

'So long as pay and prices increase at their present rates, no Chancellor of the Exchequer who puts his country first could act otherwise than I have done this afternoon,' said Mr. Healey. 'The situation would be very different if through improvements in productivity and moderation in pay negotiations we could substantially reduce our inflation rate. With lower wage settlements and a consequential improvement in the balance of payments we could have the same standard of living with lower prices, lower taxes and more jobs. At the same time we should have a sounder currency, a better assurance of international credit and a greater degree of that business confidence which is a precondition of the investment we need most of all. There is a better alternative to the stony road we have to follow at present. It requires only a sustained act of will to take it; an act of will from which no section of the community – on the shop floor, in the boardroom or in the home – can stand aside. If this Budget helps to convince the British people of this fact it will have performed a long-term service to our nation even more important than the solution of the problems which are its immediate aim.'

Investment incentives: measures of selective assistance

In his Budget speech the Chancellor announced two sets of measures of a selective character. First, a sum will be allocated to provide special assistance, on concessionary terms, to a limited number of investment projects which are planned but which have been shelved or postponed. The purpose of the assistance is to induce the companies concerned to go ahead with the projects, starting within the next year, so that expenditure on them will mainly come before the next upturn in investment. The projects selected will have to conform to criteria which are set out below but it does not follow that everyone who satisfies these criteria will be entitled to assistance under the scheme. A limited sum (£50 million) will be available for this purpose and the Department of Industry will select the best projects qualifying and particularly those which can go ahead quickest. Probably only a relatively small sum of money will be spent in 1975-76, but if the scheme is successful it will mean that orders for plant and machinery and for construction work will be placed during that year. The objective of this scheme is to encourage investment decisions in advance of the up-turn in world trade and demand expected from the beginning of next year.

Criteria

Projects which satisfy the following criteria can be considered for assistance under this scheme:

a the projects should consist of new investment (not merely modernisation) and be substantial (normally over £2½ million);

b the project should be a net addition to the firm's capital investment programme, ie it would not take place or would be deferred but for the Government assistance;

c it should be commercially sound and involve a direct and substantial benefit to the UK balance of payments;

d construction work or the installation of plant for the project should have commenced during the next 12 months, ie before the end of March 1976, and projects which would be completed early will be given priority.

Terms

The Government support under this scheme will be the minimum considered necessary: in general loans at concessionary rates of interest not greater than such as are available under Section 7 of the Industry Act 1972 (where appropriate an interest free period may be considered) or the equivalent in interest relief grant. Equity may be taken where this is needed to avoid overgearing but would not be a condition of assistance. This assistance will be made available throughout the country under Section 8 of the Industry Act.

Industry schemes

The second set of measures is a follow up to the Wool Textile Industry Scheme, with similar schemes for the modernisation, rationalisation and restructuring of other industries. Grants for modernisation are made to companies provided they conform to the objectives of the scheme. These schemes will be worked out, in consultation with management and unions in each industry concerned, and will also be financed under Section 8 of the Industry Act. They would extend for a period of three or more years. A scheme of this nature is being worked out for the ferrous foundry industry. The ferrous foundry industry, which has had no specific Government support in the past, is one where there is an urgent need for investment. It is a supplier to many other industries and important to the health of the engineering industry as a whole.

Increases in VAT and excise duties: Price Code

The increase in excise duties and the extension of the 25 per cent rate of VAT announced by the Chancellor of the Exchequer will mean increases in the price of certain products. However, the provisions of the Price Code are designed to ensure that price increases are kept to the minimum necessary to reflect these indirect tax changes.

The Price Code allows only the cash amount of any increases in indirect taxation to be reflected in increased prices. The increases in excise duties should not be applied to goods already in stock which did not bear the new rates of duty.

The higher rate of VAT may be added to the prices of all goods affected by the change from the operative date of 1 May. The Price Code generally prohibits shops from repricing goods on display. These restrictions do not apply to increases arising from changes in VAT, and the goods affected may be repriced from 1 May.

Primarily because the smallest coin is ½p, distributors need not apply the precise amount of any increase in indirect taxation to the goods bearing the tax. But the average change, allowing for the pattern of sales, may not exceed the full amount of the increase.

Category I and II firms, normally required to pre-notify any price increases to

Changes in the Price Code: consultative document

The Secretary of State for Prices and Consumer Protection, Mrs. Shirley Williams, said on 15 April.

'As announced in the Chancellor's Budget statement this afternoon I am proposing to amend the Price Code where it permits relief on investment firmly planned or undertaken. I propose to widen the base of the investment relief calculation so that firms can take account of their investment for export and also their expenditure on commercial vehicles. I also propose to increase the rate from 17½ per cent to 20 per cent.

'When the Stage 4 Price Code was debated earlier this year I promised that I would consider the extension of the investment relief to commercial vehicles if I were satisfied that there would be no risk of diverting vehicles from the export market, and if the response to the investment relief was generally less than the Government had estimated. I am now satisfied on both points. From information given me by the Price Commission, it is clear that firms have made considerably less use of the investment relief than was estimated when the provision was introduced.

'This means that it is possible both to widen the base and increase the rate without producing any additional effect on the general price level, beyond that originally envisaged.

'In extending the relief to commercial vehicles I have particularly in mind the help that this should afford to the food manufacturing sector and to distribution, as well as to employment in the vehicle industry.

'A consultative document will be put out tomorrow morning setting out my proposed amendments in detail.'

For inquiries about the Consultative Document, telephone 01-215 5057 or 01-215 5743.

Comments on the proposals should be sent to arrive not later than Wednesday 30 April, to Department of Prices and Consumer Protection, Room 532B, 1 Victoria Street, London SW1H 0ET.

the Price Commission, need not pre-notify price increases which reflect solely the cash value of excise duty or VAT increases.

The present Price Code (SI 1974 No. 2113) came into effect on 20 December 1974. Paragraph 28 (manufacturers and services) and paragraph 87 (distributors) allow only the cash value of any increases in indirect taxation to be reflected in increased prices.

The interpretation and enforcement of the Price Code is a matter for the Price Commission. Traders and consumers may seek advice from local offices of the Price Commission.

Progress of the war on waste

There is already a high rate of recovery of process waste and scrap within industry and also a thriving reclamation industry and all concerned are increasingly aware of the need to minimise waste according to a policy statement issued by the Waste Management Advisory Council on 14 April. Further progress may depend upon the development of new and existing technology and may need to be related particularly to the recovery of materials from domestic wastes. Many technical and economic problems need to be solved such as the amounts, specification and price range of reclaimed material required by industry; the viability and nature of schemes for collection, sorting and processing, and appropriate arrangements for stabilising the balance between supply and demand.

According to the statement, the studies and review of effort now in progress will have to be completed at an essential first stage in the development of co-ordinated and coherent policies in extending reclamation, recycling and the re-use of materials. But the industrial and marketing situations involved are often complex and may require lengthy study and different solutions in relation to different commodities. On some aspects it may also be possible to determine scope for short term action. For example in research and development programmes it may be possible to distinguish between development programmes requiring less than a year to complete, research and development requiring one – three years and long term research programmes of over three years in duration.

Voluntary effort by the public would be a key element in recycling domestic wastes. It is recognised that before voluntary schemes can be introduced on a large scale local authority collection and industrial market problems must be solved. Schemes will always need to be carefully and realistically planned in relation to collection and sorting capabilities and it is vital to ensure that markets exist for the reclaimed materials. The work of the Council is aimed to extend the possibilities and to make the adoption of realistic and economic schemes easier. But there is already a considerable amount of relevant study and research being carried out beyond the aegis of the Advisory Council which the Council would wish to take account of in the development of its strategy.

The UK is heavily dependent on imports for most of its raw material supplies. It is important therefore to make the best possible use of these resources and to recover and reclaim materials where it is technically and economically viable to do so. In addition the disposal of waste can sometimes be difficult and give rise to environmental problems. Government aims in these matters were explained in the Green Paper *War on Waste* (Cmnd. 5727) published in September 1974.

Shortly afterwards the Waste Management Advisory Council (WMAC) was created under the joint chairmanship of Gordon Oakes, Parliamentary Under Secretary of State for the Environment and Michael Meacher, Parliamentary Under Secretary of State for Industry.

Its terms of reference are: 'To keep under review the development of waste management policies in the United Kingdom having regard to the need to secure the best use of resources, and the safe and efficient disposal of wastes; to give particular consideration to ways of reclaiming materials from waste, recycling techniques, the interrelationship of waste utilisation and waste disposal, and the reduction or transformation of waste arisings; to consider the technical, economic, administrative and legal problems involved; to consider the programme of research and development; and to make recommendations'.

The first meeting of the Council was held on 18 December 1974 and the second on 19 March 1975. The Council's three Standing Committees dealing with policy, research, and development, and information publicity and education are also now operational.

Increasing reclamation is a much more complex business than most people imagine. It requires co-operation between the public, industry, voluntary organisations and many branches of central and local Government. The many problems must first be examined in detail and finding the right answers is a long-term job. It would be foolish to press forward schemes and policies which had not been properly analysed.

But there are, nevertheless, likely to be some short-term objectives which could be identified as well as long-term ones.

Subjects which it has been decided need early detailed study, and on which WMAC working groups are now engaged, are ferrous metals, non-ferrous metals and packaging. A group is also being established to conduct necessary economic studies.

Work on some other commodities – like paper, oil and rubber tyres – was already being done before the WMAC was established. In other fields, too, a lot of work has been and is continuing to be done.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her not to refer the following mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Acquisition by First Fortune Holdings Ltd. of Slater Walker Finance Corporation Ltd.

Acquisition by Lonrho Ltd. of Balfour Williamson and Co. Ltd.

Policyholders Protection Bill published

The Policyholders Protection Bill was introduced in the House of Lords on 10 April by Lord Beswick, Minister of State, Department of Industry, and was published on 11 April.

The main purposes of the Bill are:

a to provide for the protection of policyholders who have been or may be prejudiced in consequence of the inability of authorised insurance companies carrying on business in the United Kingdom to meet their liabilities, and

b to provide for the imposition of levies on the insurance industry for the purpose of financing this protection.

The Bill also authorises the disclosure of certain documents and information to persons appointed by the Secretary of State for Trade to advise him on the exercise of his powers under the Insurance Companies Act 1974.

Clause 1 establishes the Policyholders Protection Board as a body corporate. It also sets out the general functions of the Board which are:

a to take the measures provided for in the Bill for the purpose of indemnifying or otherwise assisting policyholders and others who have been or may be prejudiced by the inability of insurance companies carrying on business in the United Kingdom to meet their liabilities, and

b to finance expenditure on the performance of their functions by the imposition of levies on such insurance companies.

Schedule 1 provides for the constitution and powers of the Board.

Clause 2 provides for the giving of guidance by the Secretary of State to the Board as to the performance of their functions. The guidance is subject to affirmative resolution.

Clause 3 provides that the functions of the Board shall be exercisable only in relation to authorised insurance companies. It also authorises the Secretary of State to extend the Bill by Order subject to affirmative resolution to members of Lloyd's.

Clause 4 provides that only United Kingdom policyholders (that is, holders of policies which have been made in the United Kingdom or under which one or more premiums have been paid in the United Kingdom) are eligible for protection. Marine, aviation and transport insurance and reinsurance policyholders are not eligible for protection but the Secretary of State may bring them within the scope of the Bill by Order subject to affirmative resolution.

Clause 5 provides that the functions of the Board under Clauses 6 to 11 are to become exercisable when a resolution is passed (otherwise than for the purposes of reconstruction or amalgamation) or an order is made for the winding up of an insurance company, provided that the winding up commenced after 29 October 1974.

Clause 6 sets out the Board's duties in relation to compulsory insurance. The Board are to secure the payment of the full amount a company in liquidation is liable to pay to a protected policyholder in respect of a liability subject to compulsory insurance.

Clause 7 requires the Board to secure the payment of the full amount a company in liquidation is liable to pay to a person entitled to the benefit of a judgment under Section 149 of the Road Traffic Act 1972 or Section 83 of the Road Traffic Act (Northern Ireland) 1970.

Clause 8 sets out the Board's duties in relation to general business which is not compulsory insurance. The Board are to secure the payment of 90 per cent of the amount of any liability of a company in liquidation towards a protected policyholder, who is an individual or partnership, under the terms of his policy.

Clause 9 limits the Board's duties in relation to compulsory insurance and general business where a liability is covered by an insurance policy with another company.

Clauses 10 and 11 set out the Board's duties in relation to long term business. Under Clause 10 the Board are to secure the payment of 90 per cent of the amount of any liability of a company in liquidation towards a protected policyholder under the terms of a long term policy. Under Clause 11 the Board are required to take measures appearing to them to be appropriate for securing that protected policyholders receive at least 90 per cent of the benefits that would have fallen due to them under their policies but for the liquidation. The measures provided for in the Bill are the transfer of the business of the company in liquidation or the issue of substitute policies. If it is not reasonably practicable to secure this object by these measures the Board are to pay to the policyholder 90 per cent of the value of the policy in the liquidation. The Secretary of State is authorised to make regulations regarding the Board's duties under these provisions.

Clause 12 provides for treating excessive benefits under long term policies as reduced for the purposes of the exercise of the Board's duties under Clauses 10 and 11 on the recommendation of an independent actuary, to whom reference has been made by the Board.

Clause 13 contains supplementary provisions concerning the discharge by the Board of their duties and provides for the reduction of the amount of any payments to be secured by the Board where payments are made by other persons. The clause empowers the Board to postpone payments where the funds available are inadequate or where protection may be available from another source, and also makes provision for transferring to the Board the rights of policyholders assisted by the Board.

Clause 14 authorises the Secretary of State by Order subject to affirmative resolution to vary, extend or restrict the Board's duties, but he is debarred from restricting the Board's duties in relation to compulsory insurance or from extending the duties to non-United Kingdom policyholders.

Clause 15 authorises the Board to make interim payments to policyholders of insurance companies in liquidation or in respect of which a provisional liquidator has been appointed and to give indemnities to the liquidator covering any such payments made by him.

Clause 16 empowers the Board to secure the continuance of the business of an authorised insurance company which the Secretary of State has referred to the Board as being a company which may be unable to meet its liabilities towards protected policyholders. The Board may arrange for the transfer of the business to another insurance company or may give assistance to the company at risk in cases where changes in management, control or membership have

Peter Shore's statement on the Policyholders Protection Bill

Peter Shore, Secretary of State for Trade, said about the newly published Policyholders Protection Bill on 11 April:

'My proposals for a compulsory insurance protection scheme are designed to give further security to millions of people who have insurance policies. It is an important advance in the field of consumer protection.

'There is clearly a need for this legislation. Insurance is the most important means of saving in this country. Over the years its strength, its reliability, and its importance to the economy as a whole, as well as to individual policyholders, have been amply demonstrated.

'And we know how well, in last year's exceptionally adverse conditions, it co-operated with my Department and demonstrated its public-spiritedness.

'But, as last year showed, companies can fail and I don't want to see policyholders suffering in future.

'However careful the most prudent people are, they cannot read the future. They cannot anticipate changes in company policy, changes in management or changes in asset values.

'This measure is complementary to the more effective supervision we are now able to exercise over insurance companies. This must continue. Indeed one of my major aims is to see that companies do not behave irresponsibly in the future.

'I believe this Bill properly reflects public concern. I believe it will help the industry to cope collectively with problems of individual companies that get into difficulties. And I believe it will give the further security to millions entitled.'

occurred provided that the Board ensure so far as is reasonably practicable that the existing members of the company will not benefit as such from any assistance so given.

Clause 17 authorises the Board to impose levies on authorised insurance companies to finance the performance of their functions. The Board are given separate powers of levy in relation to general business and long term business. The amount of levy which an insurance company may be required to pay is to be calculated by reference to the net premium income of the company.

Schedule 2 contains further provisions relating to the levy. No company may be required to pay by way of levy more than 1 per cent of its net premium income for any year.

Clause 18 allows certain business to be treated as or as not being ordinary long term insurance business for the purposes of Clause 17.

Clause 19 provides for the application of sums received by the Board otherwise than by virtue of levy.

Clause 20 empowers the Secretary of State to direct the Board to distribute any surplus funds among authorised insurance companies.

Clause 21 provides for the application of the duties and powers of the Board to overseas companies referred to the Board by the Secretary of State as being companies in relation to which events have occurred under the law of the country of their establishment equivalent to those specified in Clause 5 or 15 of the Bill.

Clause 22 authorises the disclosure of certain documents and information to the Board.

Clause 23 authorises the disclosure of certain documents and information to persons appointed by the Secretary of State to advise him on the exercise of his powers under the Insurance Companies Act 1974.

Clause 24 prescribes the procedure for making orders and regulations.

Clause 25 deals with interpretation.

Effects of the Bill on manpower

No increase is at present foreseen in the staff of the Department of Trade as a result of the provisions of the Bill.

Maintaining the strength of British insurance: Peter Shore on common aims of Government and industry

Peter Shore, Secretary of State for Trade, addressing the British Insurance Association on 14 April said:

'The Policyholders Protection Bill—as I have already said publicly – is complementary to my new supervisory powers. Indeed this legislation would not be possible without the 1973 Act and the new regulations we are introducing to prevent irresponsible people carrying on insurance business.

'The industry and I are not entirely as one about the Bill. But I do believe that the gap between us is nothing like as large as has recently been suggested.

'I have no intention of rehearsing all the issues in detail. There will be time enough for that in Parliament. I certainly do not want to respond now to the rigorous textual analysis to which the industry has already subjected the Bill. I think we can properly leave that, initially, to the Committee stage in "another place".

'But I would like to make a few brief comments. Indeed, I suspect you might be disappointed if I did not.

'My major point is that we both have the same aims: to protect the interest of the private policyholder; to discourage irresponsible companies; and to maintain the strength and high reputation of the British insurance industry.

'In that context I just want to make four points:

'First – and this is especially for those who have not taken part in the discussions since last summer – I want to say that we have had a genuinely constructive debate over recent months.

'On both sides I think there has been a real attempt to reach an understanding. And I certainly appreciate the time and effort that the industry has put into the discussion.

'Second, it is, I am sure, as a result of these discussions that the scheme the industry has outlined and the scheme embodied in my Bill have so many features in common.

'We both want to raise a levy, rather than establish a permanent fund. We both want 100 per cent protection for compulsory insurance, and 90 per cent of all other policies. We both see the need to scale down the protection where over-generous benefits have been offered.

'We both agree – despite some confusion about who said what when the Bill was published last Friday – that the premiums for existing long-term policyholders will not be affected by the scheme but that, obviously, there will be increased costs for new and renewed policies to the extent that the levy has to be raised.

'The Bill lays it down that the levy on long-term business will relate only to contracts entered into after 1 January 1975. This may be as far as it is practicable to go in distinguishing between different categories of policy for the purpose of calculating the levy. But I remain willing to consider the possibility of varying the impact of the levy on long-term business according to the type of policy concerned, if practical proposals can be put to me.

'I would have thought—and this is my third point—that, given an independent Board, with a majority of its members drawn from the industry, and backed by professional actuarial advice, we could confidently expect the decisions of the Board will consistently reflect the real interests of policyholders and the industry.

'This takes me to my fourth and final point – the question of rescues.

'It is my belief that the provision for the rescue of failing companies is a necessary element – although by no means the major element – in the scheme.

'It may be in everyone's interest to rescue a company. There were several examples last year.

'But it would be for the Board to say so. I have no intention of imposing an obligation on the Board to rescue a company against its better judgment.

'And note that the Bill is so worded – I succumb to this one piece of textual analysis because it is so important – that the Board could not rescue a company unless it removes the existing controllers and shareholders.

'I think that this is an area of genuine misunderstanding. And I am confident that, as the Bill is debated in Parliament, this and other matters that appear worrying or uncertain will become clearer.

'Looking further ahead, I am equally confident about the future of the industry. We already have responsible companies with skilled, professional management. We now have the beginning of a closer and well-directed supervision. We will soon have better protection and security for private policyholders. So I have no doubt that we can maintain the pre-eminent position and reputation of the British insurance industry throughout the world.'

Revised fees for Weights and Measures Service

A revised Schedule of Fees chargeable for services performed by the Weights and Measures Service of the Department of Prices and Consumer Protection under Sections 4(7), 6(1), 6(3), 12(1) and 42(3) of The Weights and Measures Act 1963 comes into force with effect from 21 April 1975.

This Schedule of Fees replaces the Schedule which came into operation on 1 April 1966.

Applications for copies of the new Schedule (ref: SWM 412) should be made to The Controller, Weights and Measures Service, Department of Prices and Consumer Protection, 26 Chapter Street, London SW1P 4NS, and should be marked 'For the attention of the General Administration Section'.

The giant Drax power station in Yorkshire has been provided with 'generator warmers' to allow instant on-load operation following low-peak shut-down periods. The generator warmers are 3 kW. flameproof Isojackets, designed and manufactured by Isopad Ltd., Borehamwood, Herts. One is shown here being installed on one of the 660 megawatt Parsons turbine-generator sets at Drax. Each generator casing is fitted with four of these 3 kW Isojackets to keep the generators at a minimum temperature of 20°C during shut-down periods. This shortens the necessary running-up period should the ambient temperature fall below this critical limit.

Airport development in central and northern England

The Civil Aviation Authority has advised the rejection of proposals for new airports in central and northern England and has suggested concentration of the principal air services at a limited number of regional airports.

This was announced by Stanley Clinton Davis, Parliamentary Under-Secretary of State for companies, aviation and shipping in answer to a Parliamentary Question on 16 April.

He said he had also received a paper from the CAA (published the same day) on the importance of developing a national airports strategy.

'These papers are a welcome and important contribution to the development of airports policy following the abandonment of the Maplin airport project,' he said. 'The first stage in the consultation process on the Maplin Review and the way in which future air traffic should be handled, during which my Department consulted 125 local authorities and other bodies, has now been completed. Following this, I propose to publish later this year two comprehensive consultation documents one covering the London area and the other regional airports as the basis for detailed discussions which my Department, [in conjunction] with the Department of the Environment, will be undertaking with the local authorities and other organisations affected by airport developments'.

British Airways and Midlands – Copenhagen route appeal dismissed

Peter Shore, Secretary of State for Trade, has dismissed an appeal by British Airways Board against the Civil Aviation Authority's decision to grant an application by British Midland Airways Ltd. to operate services between East Midlands, Birmingham and Copenhagen and to revoke British Airways traffic rights between Birmingham and Copenhagen.

British Airways had appealed against the CAA's decision (published in July 1974) to licence British Midland Airways to operate a service between two airports in the Midlands (East Midlands and Birmingham) and Copenhagen, previously operated by Alidair, who had withdrawn from the route earlier in 1974. During the CAA's hearing, British Airways had indicated that they were on the point of introducing a Birmingham/Copenhagen service. The CAA however, concluded that there was not room for two operators on the route and felt that the public needs would best be met by the British Midland proposals.

Appointments to BAA

Peter Shore, Secretary of State for Trade, has appointed Mr. D. W. Turner, CENG, FICE and Mr. K. B. Walter, MCIT, AREAS as full time members of the British Airports Authority for a period of five years from 1 April 1975.

Credit Control for a Small Company – new booklet

'Credit Control for a Small Company', published on 14 April by the Department of Industry, discusses how the extension of credit under proper control can bring its own benefits, including:

The attraction of a new range of customers.

A wider variation in the company's goods or services.

The opportunity to buy in bulk, or on discount terms.

The author, John Drew, says:

'Cost savings effected in this way can be utilized to increase the working capital of the business or to further increase the business by extending the benefits of bulk buying and increased discounts to purchasers'. Mr. Drew is general manager of West General Holdings Ltd. and a Council member of the Institute of Credit Management.

Credit Control for a Small Company covers legislation, credit sanction, credit limit, collection, legal action, debt collection and other important aspects of credit trading.

The booklet con be obtained free from Small Firms Division, Department of Industry, Abell House, John Islip Street, London SW1P 4LN, tel: 01-211 5245 or from any Small Firms Information Centre.

White Paper and Consultative Document on Patent Law Reform

A White Paper (Cmnd. 6000) entitled 'Patent Law Reform' was published on 17 April together with a more detailed Consultative Document. Copies of both publications may be obtained from HM Stationery Office and branches: price 18p for the White Paper and 51p for the Consultative Document. Prices by post are 23½p and 60½p respectively.

Trade mark fees increased

The Trade Marks (Amendment No. ..) Rules 1975 which were made on 9 April 1975, increase all fees due on or after 9 June 1975. Fees for the renewal of the registration of a trade mark paid in advance for any period beginning on or after 9 June 1975 were increased on 9 April 1975.

Copies of the new Rules (SI 1975 No. 576) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD; from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from HM Stationery Office at the usual addresses, price 14p (by post 19½p).

Our yes men

A group of specialists; experienced and energetic. Dedicated to a simple but positive philosophy . . . Yes we can do it.

They are the backbone of South Yorkshire's Industrial Development team.

A team immediately at the service of industry and business wanting to expand or relocate in South Yorkshire. Yes. We will get you a first class location for your factory, office or distribution centre. Three hours out of London by the M.1 or A.1. And with the linking M.18, a rapid route to the North East and Scotland.

Next year we will have motorway access direct to the East and West coast seaports.

Yes. We have plenty of skilled labour, and housing in the area is cheaper than most parts of the country.

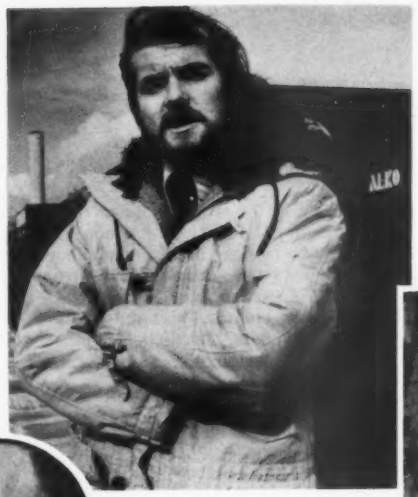
Yes. You are eligible for financial assistance that will make South Yorkshire a very attractive proposition.

The Industrial Development team is headed by a man widely respected for his experience. His

dedication in getting things done. Without fuss. Without red tape. Fast. Councillor John O. Driver (in the circle) is Chairman of Planning.

His number one is Mike Thompson (above) the County Planning Officer. A professional of the 'let's get things done' school. With twenty years experience behind him. Responsible for an area over 600 square miles. Housing 1.3 million people. An area including Barnsley, Doncaster, Rotherham and Sheffield. You can reach him anytime.

Geoff Fieldhouse and Alan White (left). Chief and Assistant Planning Officers. Both action men of skill and experience. Both positive in outlook defying 'the grey men of the Civil Service' image. Call either for up to date information on every aspect of South Yorkshire.



Jim Gale (above), Honours graduate from Sheffield University. As a senior planning officer he will take you on a tour of the area and show you good sites with services and road access.

A call to him today and you could be on your way tomorrow.

Brian Levitt (above) is the Chief Estates Surveyor. Responsible for the acquisition of land and in particular will negotiate industrial sites to prospective developers.

He is particularly concerned with the attraction of employment opportunities.

Mention your kind of land problem and he will solve it quickly. And fast.

You can get to him direct. Or he will come to you. Whatever way you won't have to wait for your information. Try him.

They are as near to you as the nearest telephone.

You may want premises with extra special requirements. It could be a factory, office site or a hotel. Then John Williams (below) is your man. He will nurse your project from conception to completion. He will be with you all the way. He will iron out the snags and get you in business in time. Your time. He is a Senior Planning Officer and like his colleagues you can talk to him today. And everyday.

If this advertisement seems to you rather self-congratulatory, this was not our intention. We wanted you to know something about the people you will speak to and deal with.

Like we said at the beginning, you will find South Yorkshire has a lot to offer.

A history and a future.

So if you need to expand or find a new base, we will do all we can to help you. That's a promise. Yes.

South Yorkshire County Council

For information by return, telephone or write to: M. J. Thompson, County Planning Officer, M. J. Thompson, County Planning Officer, South Yorkshire County Council, Department of Planning, Green Lane, Ecclesfield, S. Yorkshire. Telephone: Ecclesfield (074 15) 3021

Hard facts on Yorkshire and Humberside

Fundamental changes in economic geography make the Yorkshire and Humberside region the new pivot of Britain claims a booklet published by the Yorkshire and Humberside Regional Office of the Department of Industry.

The booklet says the region is developing as the counterpoise to the crowded South East. Computer studies have shown it is an optimum national distribution base. Its key position in the national railway network has been strengthened by the completion of two motorway boxes which link its main population centres and ports with all parts of the country.

Increased trade with Continental Europe has greatly increased the importance of the Humberside ports, which are situated within overnight sailing distance of Rotterdam. As a result a new European trading axis is building up along the motorways linking central Britain, through Humberside, to Rotterdam and the Rhine.

The booklet, which was prepared for the Department of Industry by the Central Office of Information, illustrates these main points with maps and supporting data. It also gives an analysis of the Region's industrial and commercial structure supported by detailed statistics which will be of value of all concerned with the Region's further expansion.

Although of interest to those contemplating investment in the Region for the first time, the booklet is primarily aimed at local industry and commerce. The booklet explains that, as an Assisted Area under the Industry Act, the Region benefits from Regional Development Grants (for industrial buildings only, except in parts of North Yorkshire, where equipment also qualifies) and from selective financial assistance for expansion projects.

The attractions of the Region to industry are not confined to good communications, well developed financial services and a wide range of employee skills. Over 80 per cent of the Region is open country and the quality of urban life too is fast improving.

Copies of the booklet, 'Hard Facts', can be obtained from the Regional Director, Yorkshire and Humberside Regional Office, Department of Industry, Priestley House, Park Row, Leeds LS1 5LF.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Another Government advance factory at Knowsley

Work has started on a 25,000 sq. ft. (2.250 m^2) advance factory for the Department of Industry on the Knowsley Industrial Estate, Liverpool, within the Merseyside Special Development Area.

A contract for building this factory has been awarded to Norwest Holme Ltd. of Bootle. The architects are Richard Turley Associates and the quantity surveyors Davis, Belfield and Everest.

It is expected that the factory will be completed by early 1976.

Inquiries should be made to the Location of Industry Section, Department of Industry, North West Regional Office, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA, tel. 061-236 2171, ext. 646.

Industrial news pictures

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story.

Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Higher estimates of oil reserves says Energy Secretary's report to Parliament

Proven reserves of oil on the United Kingdom Continental Shelf are now estimated at over 1,000 million tons – an increase of nearly 20 per cent on the Government estimates announced in May last year.

Eric Varley, Secretary of State for Energy, in his annual report to Parliament* of forecasts of the development of the oil and gas resources of the United Kingdom, states that total recoverable reserves from areas now designated could lie between 3,000 and 4,500 million tons.

The report (the 'Brown Book') says that the start of oil production from some fields has been set back by up to a year and that the size of reserves in one or two fields has been re-assessed downwards, but it adds:

'UK oil production in the 1970s will still provide a very substantial relief to the balance of payments and by 1980 oil production will be enough to provide self-sufficiency for this country in oil.'

The report adds that UK oil production in 1980 is expected to be between 100 and 130 million tons. On the basis of current forecasts of exploration drilling and of the expected success rate, sufficient reserves exist to sustain production throughout the 1980s at between 100 and 150 million tons a year – and perhaps more than that for some years.

The report says that the number of offshore wells drilled for exploration purposes increased from 42 in 1973 to 65 in 1974 and the number of appraisal wells from 19 in 1973 to 35.

'Thus the total number of wells drilled and of mobile rigs, deployed to undertake the drilling, was higher in 1974 than ever before on the UK Continental Shelf.' The report adds: 'Exploration and appraisal activity is expected to continue at a high level in 1975.' Between May last year and the end of March 1975, 18 significant discoveries of petroleum have been made – 14 of oil and four of gas or condensate. (Three more have been reported by oil companies since the 1975 Brown Book went to print.)

The report says that the work of offshore oil production has continued at full pace on one of the frontiers of technology. It adds:

'There have been major achievements of a kind new to the oil world, for example the successful float-out, piling and installation in over 400 ft. of water of two enormous production platforms, of steel construction, for the Forties field.'

On Gas, the report says that the total quantities available to the British Gas Corporation (BGC) is expected to increase significantly within a few years and to be sustained at a high level at least throughout the 1980s.

In 1974 gas production from the Southern Basin of the North Sea was equivalent to about 30 million tons of oil and averaged about 3,500 million cubic feet per day (mcfd). It provided about 95 per cent of the UK's total consumption.

Reserves of gas already under contract to the BGC, or likely to be brought under contract are sufficient to support a production rate of over 5,000 mcfd by the end of the decade, or over 6,000 mcfd if supplies from the Norwegian share of the Frigg Field are included. Existing discoveries will support production levels of 5,000–6,000 mcfd well into the 1980s and the likelihood of further commercial discoveries suggests that these levels of production should be sustained even longer.

The Frigg gas field, in the Northern part of the North Sea, is being prepared for production. British Gas has concluded a contract with the licensees of the field for deliveries of gas to the UK. Agreement in principle has been reached with the Norwegian Government on the sharing of the benefits of gas production between the Governments and licensees on the two sides of the field.

* Development of the oil and gas resources of the United Kingdom. HMSO £1.15.

Petroleum and Submarine Pipe-lines Bill published

The Petroleum and Submarine Pipe-lines Bill, which provides for greater public control over the development of the United Kingdom's petroleum resources, was published on 9 April.

The Bill seeks to implement the non-fiscal aspects of the Government's policies for the development of the UK Continental Shelf which were announced in a White Paper published on 11 July 1974.

The Bill provides for:

the setting up of the British National Oil Corporation (BNOC) through which the Government may participate in petroleum production licences (Part 1, Clauses 1-16 and Schedule 1);

tighter controls over the exploration for and development and production of oil and gas, including the powers necessary to implement policy on the rate at which both offshore and landward reserves are depleted and for the provision of more information by licensees (Part II, Clauses 17-19 and Schedules 2 and 3);

control over the construction and operation of submarine pipe-lines (Part III, Clauses 20-33 and Schedule 4);

controls over the construction and extension of refineries as foreshadowed by the Secretary of State for Energy in a statement to Parliament on 6 December 1974; (Part IV, Clauses 34-39); and

the establishment of the National Oil Account and powers to promote the development of the UK's petroleum resources.

Each of the five parts of the Bill is summarised below.

PART 1 – The British National Oil Corporation

This part of the Bill (and Schedule I) provides for the establishment of the BNOC.

The Board of the BNOC will consist of between six and 20 members appointed by the Secretary of State. Two of these will be civil servants, serving as part-time official members. One board member will be the chief executive and his appointment will be subject to the Secretary of State's agreement. The pay of board members (other than official members) will be determined by Government. Staff salaries will be determined by the Board of the BNOC.

In appointing the Corporation the Secretary of State must 'have regard to the desirability of there being members of the Corporation who are familiar with the special requirements and circumstances of particular areas of the UK.'

The Bill proposes wide powers for the BNOC, including power to:

i explore for and produce petroleum;
ii transport and refine petroleum;
iii store, distribute and buy and sell petroleum and its derivatives;
iv take over the Government's participation interest in UK licences;
v carry out consultancy, research and training in petroleum matters;
vi build, hire or operate, refineries, pipelines and tankers.

Certain activities can only be embarked on with Government consent. These include:

i exploration and production abroad;
ii downstream activities such as refining and trading in derivatives;
iii setting up or acquiring subsidiaries;
iv giving loans and guarantees.

The Bill also requires BNOC to notify the Government before it embarks on any new activity or a substantial expansion of an existing activity.

The Bill lays the following duties on the BNOC:

i to act in accordance with plans and budgets agreed with the Secretary of State;
ii to give advice and information to the Secretary of State on petroleum matters;
iii to take over, as required, the administration of the Government's defence pipeline and storage system;
iv to comply with directions issued by the Secretary of State;
v to establish machinery for consultation with staff on matters of mutual interest;
vi to take over the National Coal Board's offshore petroleum interests;
vii to consider with the British Gas Corporation how the activities in which they both have an interest may best be organised between them, and to submit joint proposals to this effect (after which the Secretary of State may give directions to both Corporations on the organisation of these activities);
viii to review from time to time the organisation of its activities and to report its conclusions to the Secretary of State.

Petroleum is defined as covering natural gas as well as oil.

Financial provisions

The Bill sets out the BNOC's powers to borrow (from the Secretary of State and certain other bodies) both in sterling and in foreign currencies. It proposes that the Corporation and its wholly-owned subsidiaries' borrowing and guarantees are set a limit of £600 million, which can be increased to £900 million with the consent of the House of Commons.

The Bill empowers the Secretary of State to make loans to the BNOC out of money provided by the National Loans Fund, and the Treasury to guarantee the BNOC's borrowings from other sources.

The BNOC will be subject to all taxes except PRT and stamp duty (on certain documents), and will be required to produce proper accounts, to be audited and laid before Parliament.

PART II – Petroleum production licences

This part of the Bill (and Schedules 2 and 3) seeks to implement the Government's intention, announced in the July 1974 White Paper, to extend its powers to control production of oil and gas by introducing tighter controls over exploration and development and to require licensees to provide more information than is now obligatory.

The Bill does this by proposing changes to the model clauses which contain the terms and conditions upon which both landward

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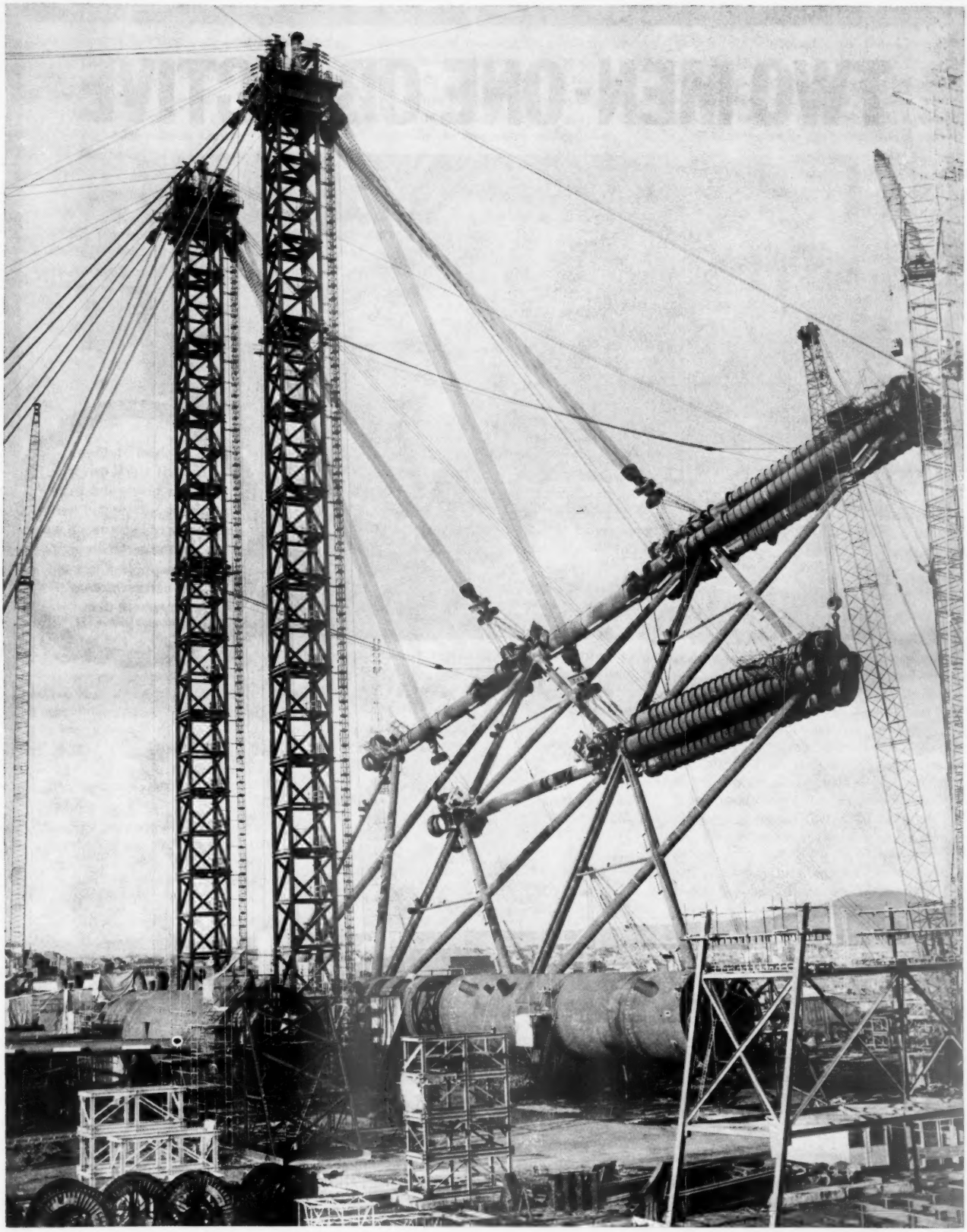

A lift of nearly 3,000 tons – possibly the world's biggest civil engineering lift – took place recently at the Methil, Fife, yard of Redpath Dorman Long (North Sea) Ltd., the British Steel Corporation's oil platform construction subsidiary. The heaviest of the three leg sections of the 495 ft. tall Brent 'A' jacket, which is being built for Shell-Esso, was raised. Twin 360 ft. rearing towers were used in association with four 40-ton winches to rotate Frame 1's lower section. The picture was taken as the 2,820-ton section reached a mid-way point in its 90 degree rotation upon one of the jacket's three 24-ft. diameter flotation legs. The 14,000 tonne jacket, all the steel for which has been supplied by the British Steel Corporation, is scheduled for load-out via two submersible barges into the Firth of Forth during the 1975 season. Then it will be towed 350 miles on its three 24-ft. diameter flotation legs to the Brent Field, 125 miles to the north-east of Lerwick, Shetland. Brent 'A' is being built at Methil by a work force of 850 men, many of whom having been trained in the work's own welding school. Ex-miners from the Wellesley Colliery, which RDL North Sea superseded at Methil, are among their number.

TWO MEN-ONE OBJECTIVE

Michael Mythen, forklift truck driver. "We're giving the ships a reliable service and better productivity because we want to see the cargo coming to Liverpool. There are no better dockers anywhere than here."

Colin Lee operational superintendent "The atmosphere is excellent now. We are achieving our targets- and often better. Shipowners are getting the service they require - ask them and they will tell you."

Both men work on the docks at the Port of Liverpool. Both they and their colleagues behind the scenes have one objective in common — **increased reliability, better productivity, better service for ships and cargoes. Try them.**

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and seaward production licences are issued. These changes will apply to existing licences after the Bill becomes law.

The changes, many of which are technical, include provisions:

for the Secretary of State to require royalty to be paid in kind;

for the value of petroleum for royalty purposes to be the same as the value for tax purposes, less adjustment for certain costs;

to control the rate of depletion of oil and gas reserves;

to require a wider range of information to be furnished by licencees, including financial as well as technical information;

to control changes in the ownership of the licensee and other dealings in licence rights;

to require continuing exploration.

The duration and the consideration payable for licences are not altered.

Note: The model clauses, as amended, are set out in Part II of Schedules 2 and 3 (covering seaward and landward licences, respectively) showing model clauses in the 1966 regulations, where retained, in ordinary type; amendments already prescribed by subsequent regulations by underlining; and the further amendments proposed by this Bill in bold type.

PART III – Submarine pipe-lines

This part of the Bill (and Schedule 4) seek to implement the Government's intention, announced in the July 1974 White Paper to control the construction, route, capacity, ownership and use of submarine pipe-lines

Its provisions:

require the construction and use of submarine pipe-lines begun after the Bill becomes law to be authorised by the Secretary of State;

enable the Secretary of State to consider whether there should be changes in the capacity or route of a proposed pipe-line to facilitate the use of the pipe-line by third parties.

They also empower the Secretary of State to require:

a contribution to the cost from those who sought the change where a pipe-line route or capacity is changed;

modifications to a pipe-line after construction to increase its capacity and to require a contribution to be paid to the owner by those who sought the increase;

the owner of any pipe-line to allow others to use it at charges which may be regulated by the Secretary of State.

The Bill also empowers the Secretary of State to make regulations for the safety of pipe-lines and people working on them; to appoint pipe-line inspectors, and to hold inquiries into accidents.

PART IV – Refineries

This part of the Bill seeks to implement the Government's intention, announced by the Secretary of State for Energy in a statement to Parliament on 6 December, to control the construction of new refinery capacity in the light of national oil policy.

For this purpose the Bill defines a refinery as crude oil distillation plant. It will make it illegal to construct such a plant with a capacity of more than 1 million tons a year, or to expand existing plant by more than 500,000 tons a year, without an authorisation from the Secretary of State.

An authorisation will have to be obtained beforehand where planning permission has to be sought. Thereafter the normal planning procedures will continue unchanged.

The provisions will not apply to projects which receive planning permission before Royal Assent or as a result of a planning application made before 7 December 1974.

The Bill provides for authorisations to specify the type, capacity and general location of the refinery. Powers are also being sought through the Bill to revoke an authorisation if there is a change of control in the company concerned.

PART V – Miscellaneous and general

This part of the Bill includes the following provisions:

the establishment of a National Oil Account into which will flow the BNOC's revenues and out of which will be paid the sums required by the Corporation to meet its needs, in accordance with an agreed annual operating plan and budget. The Account will be under the control and management of the Secretary of State who may, with the consent of the Treasury, pay any excess in the Account into the Consolidated Fund;

power for the Secretary of State to authorise the BNOC to make payments out of the National Oil Account to licensees who agree to State participation;

authority for the Secretary of State, with the approval of the Treasury, where it is necessary to maintain the development of our petroleum resources, to refund royalties in whole or in part out of the National Oil Account;

power for the Secretary of State, with the approval of the Treasury, to make loans up to £50 million or guarantees up to £600 million to facilitate or maintain the development of UK petroleum resources;

authority for the Secretary of State to guarantee the Bank of England up to a maximum of £350 million in respect of its support operation for the Burmah Oil Co.;

control over the supply or use of gas for non-fuel purposes.

This part of the Bill also provides for the Secretary of State to bring different provisions of the Act into operation at different times by Order.

Explanatory and Financial Memorandum

The Explanatory and Financial Memorandum to the Bill states that the administration of submarine pipe-line and refinery provisions, the new controls over licences and the oversight of the operations of the BNOC will entail a small increase in staff costs of perhaps about £50,000 a year.

There will be outlays in connection with the acquisition of rights in production licences but these are expected to be balanced by revenues from rights in the licences. There may also be expenditure in giving assistance, by way of royalty refunds, to marginal fields, and in giving assistance to oil companies to facilitate or maintain development. It is not possible to give precise amounts.

The controls proposed by the Bill will require a small increase of 10-15 in the number of civil servants. The staff of the BNOC will be relatively small to start with but is expected to grow in the years ahead.

Price Commission interventions during March

During March the Price Commission rejected nine notifications of price increases from manufacturing and service companies in Categories I and II. In another 22 cases the companies concerned withdrew their notifications of intended increases and in 64 cases the extent of the increase was reduced by the Commission. (See lists on page 126.)

Since the beginning of Stage 4, the Commission have rejected a total of 43 notifications and modified 212; 82 notifications were withdrawn.

During March, following discussions with the Price Commission, four distributors and one manufacturer in Category II agreed to make price reductions amounting to £833,000 in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in Category III, the Commission's Regional Offices secured the agreement of 45 distributors, 11 manufacturers, two service and one professional enterprises to make price reductions amounting to £1.3 million in order to eliminate excess gross or net profits. In addition, the Regional Offices secured a total of 76 individual voluntary price reductions following investigation of complaints about price increases.

Note

The Price Commission may intervene to reject or modify notifications submitted by Category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase.

Rejections

Company	Product	% increase sought
Category I		
Architectural Anodising Ltd.	Aluminium shopfronts, patio doors, etc	6.90
ICI Ltd.	Teefroth AK	124.73
Monsanto Ltd.	Lustran	7.461
The Nestle Co. Ltd.	Catering preserves	65.40
	Lactogen modified full cream milk powder	89.70
Category II		
Cantrell and Cochrane (GB) Ltd.	Soft drinks	5.97
Dowty Boulton Paul Ltd.	Spares for civil aircraft	21.80
William and H. H. James Ltd.	Garden tools and incinerators	10.00
Taylor Law and Co. Ltd.	Bake tins, kitchen gadgets, cookware and watering cans	12.50

Withdrawals

Company	Product	% increase sought
Category I		
Bass Charrington Ltd.	Soft drinks	12.10
Fisons Ltd.	Carbyne B25	6.41
ICI Ltd.	Pirimor smoke generators	11.00
	Diakon	8.00
	LPG	Not specified
Johnson Matthey Chemicals Ltd.	Unfabricated silver	0.11
Nobel's Explosives Co. Ltd.	Plastic igniter	11.00
	Safety fuse	11.00
Petters Ltd.	Diesel and petrol engines and transport refrigeration	5.75
Raleigh Industries Ltd.	Bicycles, bicyle components and sub-contract work	7.36
Thorn Consumer Electronics Ltd.	Colour and mono TV receivers, radio receivers and reproduction equipment	6.75
Whitbread and Co. Ltd.	Wholesale beers, wines, spirits and minerals	3.2909
	Beer, wines, spirits, minerals, catering and accommodation in managed houses	4.9319
Category II		
David Brown Gear Industries Ltd.	Steel products	14.727
Crane Ltd.	Malleable and cast iron fittings	7.80
L. R. Industries Ltd.	Plastic baby pants	31.73
	Latex household and industrial gloves	5.36
Nabisco Ltd.	Biscuits	16.46
	Cereals	11.87
	Dry mixes	20.42
Phoenix Tubeman Ltd.	Welded and carbon welded tube	18.10
Star Aluminium Co. Ltd. and Star Wrought Products Ltd.	Aluminium semis products	3.10
Swan National Ltd.	Self drive vehicle hire	4.970
Wellcome Foundation Ltd.	Medicare 6 × 8 oz	9.26
Willeys of Exeter Ltd.	Iron and non-ferrous castings	Not specified

Modifications

Company	Product	% increase sought	% reduction made (percentage points)
Category I			
Allied Breweries (UK) Ltd.	Beers wholsesale, and beers, wines, spirits, food and apartments in managed houses	6.93	0.36
Benham and Sons Ltd.	Industrial catering equipment and servicing	7.50	1.50
British Domestic Appliances Ltd.	Domestic appliances and servicing activities	10.38	0.70
Burman and Sons Ltd.	Steering gears and oil pumps	19.31	0.92
Dale Farm Foods Ltd.	Cream	14.19	0.04
The Decca Navigator Co. Ltd.	Marine navigation receivers etc., for hire	15.00	0.52
Dunlop Ltd.	Moulton products (Hydrolastic and hydragas units, etc.)	7.02	0.225
EMI Cinemas Ltd.	Cinema, restaruant and club charges	8.37	0.984
EMI Leisure Enterprises Ltd.			
GEC Diesels Ltd.	Component parts and service work relative to diesel powered generating sets, compressors and other diesel powered equipment	7.45	0.35
The Glacier Metal Co. Ltd.	Plain bearings and related parts	6.60	0.20
Thomas Haddon and Stokes Ltd.	Steel nuts	9.55	0.02
George F. Homer (Redditch) Ltd.	Cold rolled sprung steel strip and hardened tempered steel strip	26.99	2.49
ICI Ltd.	Perchloroethylene ('per)' Trichloroethylene ('tri')	0.74 + £3.10 per tonne	0.04 + £0.04 per tonne
	Vinylidene chloride	7.94	0.03
IMI Kynoch Ltd.	Cartridges etc.	7.18	0.01
Jackson Boilers Ltd.	Boilers, cupboards, counters and repairs	18.895	0.260
Lever Industrial Ltd.	Soaps and detergents and allied products	8.00	0.002
Milk Marketing Board	Clotted cream	14.293	0.053
Park Cake Bakeries Ltd.	Cake and flour confectionery	24.97	0.02
Philips Electrical Ltd.	Wound components for television sets (mono and colour)	1.47	0.585
Pirelli Ltd.	Covers, tubes and flaps (original)	5.71	0.01
Spicers Stationery Ltd.	Envelopes, pads writing paper and books	6.41	0.20
Category II			
Albion Sugar Co. Ltd.	Glucose and invert sugar	8.73	0.55
Angling Times Ltd.	Cover Price and advertisement rates	7.72	1.12
	Trout and Salmon		
	Practical Photography		
	Angling Times		
Belfast Steamship Co. Ltd.	Short sea shipping	11.56	3.34
E. H. Bentall and Co. Ltd.	Agricultural machinery and sundry products	15.00	0.05
Boots Co. Ltd.	Wide range of medical, toiletry, soap, food, household, pet and garden products	0.49 to 79.81	0.01 to 0.42
British Fish Canners (Fraserburgh) Ltd.	Canned fish	14.00 to 17.69	0.52 to 0.52
Burgess Micro Switch Co. Ltd.	Micro swtich	22.00	5.73
Carron Co. (Holdings) Ltd.	Perspex baths	11.542	0.222
Centre Hotels (Cranston) Ltd.	Accommodation, food and bar drinks	6.63	0.27
Clay Cross (Iron Foundries) Ltd.	Spun ductile iron pipe fittings	17.56	0.01
C. M. Steel Mills Ltd.	Cold rolled steel strip	24.90	0.01
Dowty Mining Equipment Ltd.	Hydraulically operated mine roof supports	10.38	0.27
Edbro Ltd.	Hydraulic tipping gears, and other hydraulic equipment	18.45	0.05
Eschmann Bros. and Matburn Ltd.	Operating tables and hospital equipment	16.51	1.14
General Foods Ltd.	Ground coffee	2.28	0.25
Gerrard Industries Ltd.	Steel strapping	20.99	0.22
	Galvanised strapping	85.10	25.70
Greengate Cables Ltd.	Electric power cables	30.00	19.63
Insuloid Manufacturing Divn.	Moulded electrical components, cable ties, cable clips and cable clamps	14.40	2.35
Jet Filters Ltd.	Engineering and metal work	11.50	1.19
Lang Pneumatic Division of Sperry Rand Ltd.	Pneumatic valves, cylinders, fittings and accessories	13.00	3.05
LR Industries Ltd.	Diaphragms (manufactured)	14.25	0.08
	Self-T-Coils (factore)	7.20	0.52
	Spermicidal creams (manufactured)	37.10	0.02
Marbourn Ltd.	Plugs, sockets, adaptors, fuses, switches, lampholders etc.	7.71	0.11
Marley Floors Ltd.	Vinylaire, Vinylaire de luxe, Soft-step, HD Vinyl peel and stick, Marquis Tiles	6.59	0.39
The National Magazine Co. Ltd.	Selected cover prices and advertisement rates	9.06	0.43
Parsons Chain Co. Ltd.	Chain for industrial use	20.63	0.89
Polarcold Ltd.	Sheet metal pressings and light engineering assemblies	20.43	2.85
Portsmouth and Sunderland Newspapers Ltd.	Cover prices and advertisement rates	17.47	6.88
Rexpak Co. Ltd.	Plastic bottles	18.00	0.02
Synthetic Chemicals Ltd.	2 – Vinyl Pyridene	16.42	1.068
D. C. Thompson and Co. Ltd.	Cover prices newspapers and periodicals	5.46	0.10
3M UK Ltd.	Reflectolite sheeting	10.40	0.37
TRW Valves Ltd. (Wednesbury)	Engine valves, rotators, cups and cotters	11.20	1.44
TRW Valves Ltd. (Coventry Works)	Engine valves, rotators, cups and cotters	11.20	1.60
TRW Valves Ltd. (Bilston)	Engine valves, rotators, cups and cotters	12.30	1.66
Volex Electrical Products Ltd.	Electrical accessories including plugs, lampholders, joint boxes and extension leads	7.634	2.084
Ward and Goldstone Ltd.	Electric kettles	38.56	1.62
Westbrick Ltd.	Building bricks	10.00	1.302
Westland Engineers Ltd.	Garage and industrial doors, chalk boards and sash window balances	12.88	0.05
Wickman Machine Tool Mfg. Co. Ltd.	Multi-spindle automatic lathes	28.50	5.56
M. Wiseman and Co. Ltd.	Single vision	7.81	0.04
F. Wrighton and Sons (Associated Cos) Ltd.	Kitchen and bedroom furniture and fittings	7.00	0.71

Moneylenders Acts, 1900 to 1927

Entries in these lists are in alphabetical order according to the first initial letter of the title.

The following companies held orders of exemption valid 31 March 1975 issued under Section 6(e) of the Moneylenders Act, 1900.

A. Booth (Estates) Ltd.
Acre Investment Trust Ltd.
Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Agricultural Supplies (Cambridge) Ltd.
Air Holdings (Finance) Ltd.
Airedale Investment Ltd.
Alex Lawrie Factors Ltd.
ANZ Overseas Finance Ltd.
Arbuthnot Factors Ltd.
Audit and General Finance Ltd.
Austin Morris Group Facilities Ltd.

Baldrene Ltd.
Banca Commerciale Italiana Ltd.
Bankers Trust Factors Ltd.
Barclays Export and Finance Co. Ltd.
Barclays Overseas Development Corporation Ltd.
Barcross Finance Ltd.
Beamtenheimstattenwerk Gemeinnutzige Bausparkasse Fur Den Offentlichen Dienst Gesellschaft Mit Beschranker Haftung
Bentinck Ltd.
Bentworth Trust Ltd.
Blane and Enfield Ltd.
Book Trade Improvement Ltd.
British Maritime Trust Ltd.
British Medical Finance Ltd.
Buckwood Finance Ltd.
Builders and General Mortgage Co. Ltd., (The)
Byas Mosley (Life and Pensions) Ltd.

CDFC (Ceylon) Ltd.
CDFC International Ltd.
CDFC (Malaysia) Ltd.
Capital Development Co. Ltd.
Capital Finance Co. Ltd.
Carette and Co. Ltd.
Cashbonds Ltd.
Celine Finance and Investment Co. Ltd.
Circle and Piotrkow Provident and Investment Society Ltd.
City and Colonial Trust Ltd.
Commercial Export Credit Co. Ltd.
Commonwealth Development Finance Co. Ltd.
Constantine Holdings Ltd.
Contemporary Finance Co. Ltd.
Council for Small Industries in Rural Areas
C. P. Choularton Sons and Partners Ltd.
Credit for Industry Ltd.

Dao Heng Bank Ltd.
D. F. J. Charles Ltd.
Development Finance International Ltd.
Diaome Ltd.
Dominion Charter Merchant Trust Ltd.
Dorset, Somerset and Wilts Investment Society Ltd.

Eastminster Trust Ltd.
Efdum Securities Ltd.
Equipment Credit Ltd.

Faircliffe Finance Co. Ltd., (The)
Fallings Park Investment and Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments
Finance Corporation for Industry Ltd.
Finfur Ltd.
Firestone Tyre and Rubber Co. Ltd.
First British American Corporation Ltd., (The)
First Canadian Financial Services (UK) Ltd.
First Guarantee Trust Co. Ltd.
First National Housing Trust Ltd.
Fitzalan Finance Ltd.
Ford Financial Trust Ltd.
Ford Motor Credit Co. Ltd.
Fortgain Ltd.
Frevale Finance Ltd.
F. W. Developments Ltd.

GEC Investments Ltd.
GREA Real Property Investments Ltd.
Gee and Watson (Welfare and Benevolent) Ltd.
General Reversionary and Investment Co. Ltd.
Glenniffer Finance Corporation Ltd.
Grand Metropolitan (Finance) Ltd.
Greyhound Equipment Finance Ltd.
Guardian Mortgage Co. Ltd.

Hall Securities Ltd.
Hanover Berkeley Securities Ltd.
Henderson Administration Ltd.
Highland Leasing Ltd.
Hobbart Properties Ltd.
Hodge Finance Ltd.
Home and Country Properties Ltd.

Independent Factors Ltd.
Indochine Finance (UK) Ltd.
Industrial Funding Trust Ltd.
Industrial Export Finance Co. Ltd.
Insurance Export Finance Co. Ltd.
International Factors Ltd.
I. S. Blomfield Ltd.
Ivor Hill (Investments) Ltd.

J. F. Nash Finance Ltd.
J. P. Morgan Interfunding Corporation
J. Coral Finance Ltd.
John Laing Construction (Finance) Ltd.
Jubilee Money Society Ltd., (The)

Kingston Financial Services (Clyde) Ltd.
Knightsbridge Mortgage Co. Ltd.
Laird Group Ltd., (The)
Lancashire and Yorkshire Reversionary Interest Co. Ltd.
Langersal Ltd.
Law Reversionary Interest Society Ltd., (The)
Libra Bank Ltd.
Liebherr-Great Britain Ltd.
Lington Holdings Ltd.
Linnet Property Co. Ltd.
Liverpool Reversionary Co. Ltd., (The)
Lloyds and Scottish Finance Ltd.
London and Cleveland Property Investment Co. Ltd.
London and Scottish Guarantees Ltd.
London Mercantile Finance Ltd.
London and Provincial Investments Ltd.
Lothbury Securities Ltd.

Mall Trust Corporation Ltd.
Marsh Guaranty Finance Ltd.
Master Bakers and Confectioners Finance Co. Ltd.
Maybells Finance Ltd.
Merban Ltd.
Methodist Chapel Aid Association Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Modern Investments Ltd.
Mountford Securities Ltd.
Mutual Aid Association Ltd.

National and Commercial Development Capital Ltd.
National Film Finance Consortium Ltd.
Norman Frizzel (Life and Pensions) Ltd.
North West Securities (Finance) Ltd.
Northern and London Investment Trust Ltd.

Oakthorn Ltd.
Ogden Street Estate Ltd.

Paribas Finance Ltd.
Peover Investments Ltd.
Phoenix Redcliffe Ltd.
Piper Finance Ltd.
Pleasure Heating Finance and Developments Ltd.
Policy Purchase and Investment Co. Ltd.
Produce and General Investments Ltd.
Provincial Towns and Country Estates Ltd.
Property Investments and Finance (Developments) Ltd.

Queen Street Trust Ltd.

Raleigh Industries (Gradual Payments) Ltd.
Reed International Ltd.
RIB Eastern Ltd.
RMC Finance Ltd.
Robert Fleming and Co. Ltd.
Robert Stanton Ltd.
Roman Wall Finance Ltd.
Roman Wall Investments Ltd.
Roman Wall Properties Ltd.

Safari Investments Ltd.
St. James's Development Trust Ltd.
St. Paul's Guarantee Corporation Ltd.
Scottish Central Finance Ltd.
Scottish and European Finance Ltd.
Second Northern and London Investment Trust Ltd.
Selap Ltd.
Shellstar Ltd.
Ship Mortgage Finance Co. Ltd.
Silbury Finance Co. Ltd.
Small Industries Council for Rural Areas of Scotland
South Birmingham Savings Society Ltd.
Southcote Finance Co. Ltd.
Southern Finance Co. Ltd.
Southsea Mortgage and Investment Co. Ltd.
Standard Guarantee Ltd.
Stewart Salmon and Co. Ltd.

TKM Credit Corporation Ltd.
TWA United Kingdom Employees Credit Union Ltd.
Timbleside Trading Co. Ltd.
Tokenhouse Finance Ltd.
Toronto Dominion Bank Investment (UK) Ltd.
Treesford Securities Ltd.
Trinity Trust and Savings Ltd.

UDT International Finance Ltd.

VMC Finance Ltd.

Wates Ltd.
Western Discount Co. Ltd.
Wessex Finance Corporation Ltd.
West Central Holdings Ltd.
Westminster House and Land Investment Co. Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing and Savings Society, (The)

Yelverton Finance (London) Ltd.
Yorkshire Bank Finance Ltd.

The following persons held certificates, valid at 31 December 1974, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the Department of Trade that they could properly be treated for the purposes of the Moneylenders Acts, 1900 to 1927 as being persons bona fide carrying on the business of banking.

African Continental Bank Ltd.
Allied Bank International
Anglo-Continental Trust Ltd.
Anglo-Eastern Bank Ltd.
Audley Holdings Ltd.

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd.
Bank Fur Gemeinwirtschaft AG
Bank Hapoalim BM
Bank of New Providence Ltd.
Bank of New South Wales Savings Bank Ltd.
Bank of Scotland Finance Co. Ltd.
Bank of Tokyo Trust Co., (The)
Barclays Bank Trust Co. Ltd.
Barnett, Christie Ltd.
Bear Securities Ltd.
Beverley Acceptances Ltd.
Boston Trust and Savings Ltd.
Bowmaker Ltd.
Bremar Holdings Ltd.
British Bank of Commerce Ltd.
Brook Securities and Co. Ltd.
Brown Harriman and International Banks Ltd.
Burlington Investments Ltd.
Burston Finance Ltd.

Cannon Street Acceptances Ltd.
C. E. Coates and Co. Ltd.
Cedar Holdings Ltd.
Central Trustee Savings Bank Ltd.
Chancery Trust Ltd.
Chase Manhattan Ltd.
Citibank Trust Ltd.
Citicorp International Bank Ltd.
Cleveland Guaranty Ltd.
Clydesdale Bank Finance Corporation Ltd.
Commercial Bank of Malawi Ltd.
Commercial Bank of Wales Ltd.
Commonwealth Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd.
Consolidated Credits and Discounts Ltd.
Co-operative Commercial Bank Ltd.
Copleys Bank Ltd.
Corinthian Securities Ltd.
Credit Suisse White Weld Ltd.
Credito Italiano SpA
Cripps Warburg Ltd.

Dalscot Ltd.
David Samuel Trust Ltd.
Dawnay Day and Co. Ltd.
Drayton Corporation Ltd.
Duboff Brothers Ltd.
Dunbar and Co. Ltd.

Eagil Trust Co. Ltd.
Edward Bates and Sons Ltd.
E. S. Schwab and Co. Ltd.
European Brazilian Bank Ltd.

First Chicago Ltd.
First International Bancshares Ltd.
First London Securities Ltd.
First Maryland Ltd.
First National Bank in Dallas
First National Securities Ltd.

Goode Durrant Trust Ltd.
Gray Dawes and Co. Ltd.
Greyhound Guaranty Ltd.
G. R. Dawes and Co. Ltd.
G. T. Whyte and Co. Ltd.
Gresham Trust Ltd.

Havana International Bank Ltd.
Hawtin and Partners Ltd.
Henry Ansbacher and Co. Ltd.
Heritable and General Investment Bank Ltd.
HFC Trust Ltd.
Hokkaido Takushoku Bank Ltd.
Hume Corporation Ltd.

Industrial Bank of Japan Ltd., (The)
Industrial Bank of Scotland Ltd.
Investitutions – Und Handels – Bank AG
Iran Overseas Investment Bank Ltd.
Italian International Bank Ltd.

Jacobs Kroll and Co. Ltd.
Janata Bank
Japan International Bank Ltd.
Julian S. Hodge and Co. Ltd.
Julius Baer International Ltd.

Knowlsey and Co. Ltd.

Lloyds Associated Banking Co. Ltd.
Lloyds and Scottish Trust Ltd.
Lombard North Central Ltd.
London and County Investment Ltd.
London and County Securities Ltd.
London and European Finance and Investment Ltd.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901. Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

London Capital Securities Ltd.
London Mercantile Corporation Ltd.

Medens Trust Ltd.
Merrill Lynch – Brown Shipley Bank Ltd.
Mitsubishi Bank Ltd., (The)
Morris Wigram Ltd.

National Commercial Bank Ltd.
National Union Bank Ltd.
N. H. Woolley and Co. Ltd.
Nordic Bank Ltd.
North Carolina National Bank
Northern Commercial Trust Ltd.
Northern Trust Co., (The)
Norwich General Trust Ltd.

P. S. Refson and Co. Ltd.
People's Bank Ltd., (The)
Philipp Brothers and Joseph Ltd.
Pubali Bank

Raphael, Robinson and Glyn
Red Dragon Securities Ltd.
Republic National Bank of Dallas
Republic National Bank of New York
Robert Fraser & Partners Ltd.
Rothschild Intercontinental Bank Ltd.
Royal Bank of Canada Trust Corporation Ltd., (The)
Royal Trust Company of Canada, (The)

Samuel Montagu (MBFC) Ltd.
St. Margarets Finance Ltd.
Security Trust Company of Birmingham Ltd.
Slater Walker Finance Corporation Ltd.
Societé Générale (France) Bank Ltd.
Standard Bank Ltd. (Incorporated in Pakistan)
Sterling Credit Ltd.
Sterling Industrial Securities Ltd.

Thames Guaranty Ltd.
Trade Development Bank
Trucanda Trusts Ltd.
Twentieth Century Banking Corporation Ltd.
Tozer Standard and Chartered Ltd.

UDT Finance Ltd.
UDT Securities Ltd.
United Dominions Trust Ltd.
United International Bank Ltd.

Vavasseur Trust Co. Ltd., (The)
Vernons Trust Corporation

Wallace Brothers Bank Ltd.
Wells Fargo Ltd.
Western Bank Ltd.
Western Trust and Savings Ltd.
Whiteaway, Laidlaw and Co. Ltd.
Williams, Glyn and Co.
Wintrust Securities Ltd.

Trade Indemnity Company Limited

An Eventful and Successful Year
Company's Increasing Involvement in Europe

The 57th Annual General Meeting of Trade Indemnity Company Limited will be held on Tuesday, 13th May 1975, in London.

The following is an extract from the circulated statement of the Chairman, Mr. F. E. P. Sandilands, C.B.E.:

General Background. A year ago I suggested that our experience in 1974 was likely to be affected by three factors in particular: the mini-budget of December 1973, the three-day week and the energy crisis. The mini-budget led to growing difficulties in the consumer durable industries – such as domestic appliances, radio and television, furniture and carpets – and also added to the problems of the building trade. Notifications to the Company of failures in these categories increased progressively during the course of the year. The three-day week caused severe liquidity problems for companies and these were compounded by the March budget which increased company taxes and authorised higher prices for the nationalised industries. Although the July and November budgets helped to ease this position, companies are still experiencing liquidity difficulties. The energy crisis has produced shortages and higher prices over a wide range of industries, and has adversely affected the balance of payments and aggravated the rate of inflation.

These factors affected our business in 1974 in a variety of ways. First, the sharp rise in prices experienced at all levels of manufacturing and distribution brought with it substantial increases in turnover and therefore in our premium income. The value of insured transactions underwritten during the year under review rose to a record £6,026m, while our gross premiums exceeded £10m for the first time. Net premiums, after deduction of brokerage and reinsurance, amounted to £4,164,207, another record, and 31.6% more than in 1973.

Secondly, the growing shortage of resources led to a noticeable rise in the number of accounts received for collection and, as the year went on, in the number of failures notified to us. The former rose by more than 47% to 8,757 and by 121% in value to £5.86m. The number of failures notified rose by 24% to 1,911 over the year as a whole, and in the latter half was running at a level 52% higher than in the corresponding period of 1973. Against this background it is not surprising that gross claims paid (less salvages) increased substantially to £2,393,986, although it should be mentioned that the corresponding figure of £231,527 in 1973 was unusually low because of the substantial recoveries which were made in respect of earlier claims on Rolls-Royce Ltd.

Finally, last year's uncertain business climate led to an unprecedented demand for credit insurance. In spite of the more selective underwriting criteria which we consequently found it necessary to apply, our new business figures exceeded by more than 50% the previous record achieved in 1971. For the same reasons there was a marked drop in the number of existing policies discontinued.

Underwriting Accounts. The 1972 Underwriting Account was closed at 31st December 1974 and produced a record underwriting profit of £1,726,829, which has been transferred to Profit and Loss Account. The open 1973 Account has maintained the good start reported last year and after two years there is an excellent balance of £1,920,202 which compares with a figure of £1,372,078 on the 1972 Account at the end of its second year.

The open 1974 Account has still two years to run before it is closed. At this stage premiums are ahead of its predecessor and claim payments are at a moderate level but the recent upward trend in failures will, if it continues, certainly be reflected in increased claim figures.

Our Australian business continued to grow and premiums increased by 45.5% to £767,199. It is pleasant to record that the closed 1972 Underwriting Account contributed a profit of £19,261, and that the open 1973 Account is showing a satisfactory credit balance at the end of its second year. It is too early yet to take a view of the ultimate outcome of the open 1974 Account which, however, has already been adversely affected by an upward trend in claims.

There is one further feature of the Underwriting Accounts which calls for comment and this is the considerable increase of nearly 50% to £1,850,957 in expenses of management. The principal items which were responsible were salaries, rent and rates and office equipment.

Profit and Loss Account. In addition to the record underwriting profit of £1,726,829, investment income has contributed a record amount of £610,678 to the profit for the year. After tax, which takes £982,000, the net profit amounting to £1,355,507 (£884,209 in 1973) is carried down, and after adding the balance of £425,816 brought forward from 1973 there is a total disposable balance of £1,781,323.

There are two exceptional items shown below the line in the Profit and Loss Account. These are the transfer to Investment Reserves (£660,000) and the non-recurring expenditure on new Leasehold Premises (£380,848).

During the year selected investments were sold and repurchased, producing a loss on realisation of £1,687,500. After allowing for estimated tax relief of £840,000, the balance of £847,500 has been charged to Investment Reserves, to which the sum shown of £660,000 has been transferred mainly to cover the difference between the cost and market value of investments held at the Balance Sheet date. The other item represents the non-recurrent element in expenditure involved in moving our head office organisation to our new offices at 12-34 Great Eastern Street.

Dividend. Your Directors recommend the payment of a Final Dividend of 4.05546p per share which, with the Interim Dividend paid on 7th November 1974 and the appropriate tax credits, gives the maximum Dividend for the year permitted by Government legislation. The total of Dividends paid and proposed is £230,597 (1973 – £208,350) and there remains a balance of £509,878 to be carried forward.

Balance Sheet. Quoted investments at £2,215,796 (1973 – £3,261,216) are, as usual, shown at cost less investment reserves and their market value in the aggregate exceeds the amount at which they are shown. There is again an increase in mortgages which relate solely to house purchase loans to members of the staff. Current assets, and more particularly short-term loans, show a significant increase, reflecting the Board's policy of keeping a high degree of liquidity in the face of the uncertainties prevailing in the stock market during 1974. There is also a marked increase in Debtors which is to be expected with the substantial growth in our business.

Conclusion. Your company has had an eventful and successful year. We have produced record profits and are proposing to pay a dividend increased to the extent which the current restrictions allow. The balance carried forward is greater than a year ago even after the substantial transfer to Investment Reserves and after writing off the non-recurring expenditure connected with the move to our new head office. The future is uncertain and the economy is currently facing grave problems which include a rising rate of inflation, the under-employment of manpower and material resources and a continuing decline in capital investment. In these conditions the turnovers of a number of our policy-holders are likely to fall in real terms, although I believe that our premium income will continue to increase if only because of higher prices and the increased rates of premium we shall need to charge in current economic conditions. These conditions, and the problems they will continue to create for industry, are likely to mean a rising trend in business failures, more collections, and therefore a sustained interest by companies in the facilities offered by Trade Indemnity.

During 1974 your company became increasingly involved in Europe. The flow of buyer information between us and our European counterparts has grown appreciably – in both directions – and the volume of business we insure on European buyers has also expanded. At the same time we have become more closely and frequently involved in discussions with Community officials as well as with Continental credit insurers. I believe it is vitally important to the interests of Trade Indemnity, and indeed to the economic future of our country, that there should be a decisive vote in the forthcoming referendum in favour of Britain remaining a member of the Common Market.

I shall be retiring from the Board immediately after the Annual General Meeting. I am grateful to my old friend and colleague, Mr. Bevins, who is to succeed me as Chairman and to my other colleagues for their support, advice and forbearance and wish them success in their continuing efforts on behalf of the Company, its shareholders, its policy-holders and its staff.

Britain

Government responsibilities for maritime safety

by John Archer, Under Secretary, Marine Division, Department of Trade

There is no country in the world for which maritime safety is more important than the United Kingdom. It is important to us as a flag state, with a large expanding merchant fleet of well over 30 million gross registered tons, representing more than 10 per cent of world tonnage. It is a modern fleet: over 50 per cent has been built since the beginning of 1970 and it provides work for about 120,000 seafarers. London is a great international shipping centre in which much marine insurance and shipping business is placed: Lloyds, Lloyd's Register and the Baltic Exchange are great institutions with great traditions.

Maritime safety is also most important to us as a coastal state. In the English Channel and approaches to the North Sea are the busiest shipping lanes in the world, with the greatest risks, and we have a long and indented coastline vulnerable to pollution. Also, increasingly there are new problems of marine safety set by the hazards of exploitation of our Continental Shelf.

This article is mainly concerned with the way in which Government responsibilities for safety of life at sea are exercised. These are exercised mainly by the Marine Division of the Department of Trade, both as regards our UK-registered ships and all shipping plying around our coasts.

In the case of our own fleet, the appalling casualty figures of the middle of the 19th century have given way to a situation in which our casualty record has been very good by international standards. Table 1 shows that the average tonnage lost by Britain in relation to tonnage at risk from 1964-73 was the lowest of the seven largest merchant fleets for which comparable figures are available and more than three times better than the world average. No single set of figures is conclusive but a similar table based on numbers of ships rather than tonnage would confirm us in this position, though the ranking of other countries would vary somewhat.

Table 2 shows accidental deaths at sea over the same period and again reveals a relatively satisfactory record. The merchant navy figures show a considerable improvement, compared with pre-war, after allowing for the fall in the numbers at risk. Passenger losses are very low, only once having reached double figures.

The fishing vessel figures show up the loss of three trawlers in Northern waters in 1968, when the Holland-Martin Committee was set up. Tragically, 1974, for which complete figures are not available, was a worrying year with the loss of the modern trawler *Gaul* and 36 lives. This, and tragedies like the *Royston Grange* in 1972, emphasise the need to strive constantly to safeguard seafarers against old and new dangers. These new dangers result from newer types of ship, such as giant tankers, liquid natural gas carriers and, possibly in the future, nuclear ships; from new technological developments, such as unmanned machinery, spaces and fuller automation; and from new hazards in the cargoes carried – dangerous chemicals as well as oil.

These new dangers call for developments of new rules, internationally and nationally, to ensure the adequate physical condition of ships. They call for a re-thinking of safety equipment on board ships; the UK is in the forefront of new developments in life-saving appliances. They call, too, for improving alerting and locating devices where ships are missing and for safeguarding life in operations below the surface in submersible craft. Most important of all, because many casualties are caused by human error, it is essential that there should be up-to-date training of officers and crews with a relevant and up-to-date structure of certificates of competency and examinations leading to them.

These responsibilities are exercised on behalf of the UK Government primarily by about 300 marine surveyors in the

TABLE 1 Largest merchant fleets with over 10 million gross tonnage in 1974 and average tonnage lost annually in previous 10 years

Country	Gross tonnage mid-1974 (millions)	Average tonnage lost through casualties 1964-73 (thousands)	Previous column expressed as percentage of fleet at risk
UK	31.6	29	0.12
Japan	38.7	39	0.18
USA	12.4	36	0.29
Norway	24.9	53	0.29
Liberia	55.3	169	0.61
Panama	11.0	65	1.19
Greece	21.8	110	1.22
Total of world fleet	309.3	805	0.41

(1) USSR with 18.2 million GRT omitted from list of countries but included in total: figures do not appear comparable.
(2) US Reserve Fleet omitted as ships not at risk but no adjustments made for other laid-up tonnage.
(3) Loss figures for each flag are simple averages not weighted according to the annual size of the fleet.
(4) Source: Lloyd's Register of Shipping

TABLE 2 Accidental deaths at sea in British merchant ships and fishing vessels 1964-73

	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
Merchant ship crews	103	82	140	107	58	61	74	49	110	71
Passengers	8	13	7	7	6	4	1	3	4	4
Fishing vessels	26	44	31	16	80	28	22	22	22	23

Numbers of seafarers at risk ranged from some 150,000 merchant seamen in 1964 to about 100,000 in 1973, while the number of fishermen at risk throughout the period ranged between approximately 20,000 and 25,000.

Marine Division of the Department under the Surveyor-General. The surveyors have three different backgrounds. There are nautical surveyors who are ex-masters of ships who hold the extra-master certificate; engineer surveyors with seagoing experience as marine engineers who hold the extra-chief engineer certificate, and ship surveyors trained as ship and naval architects. The nine marine survey districts are organised under principal officers. In addition to the ports at which surveyors are already stationed, there are also fishing ports where surveyors are shortly due to be stationed for the first time.

In the field of safety the surveyors are primarily responsible for seeing that the requirements of the Safety of Life at Sea Convention, as interpreted in our national regulations, are observed by shipping. Also under terms of international conventions our surveyors may check on the seaworthiness of foreign ships in our ports, taking detention action if necessary. However, certain statutory surveys are delegated to classification societies, such as Lloyd's Register of Shipping. Cargo ship safety construction and load-line surveys have long been delegated. Soon tonnage measurement and certain grain-loading and stability surveys will be delegated to Lloyd's Register.

Survey policy

The general policy is to delegate the well-understood surveys less vital to safety but to continue to undertake those which give our surveyors a presence on board ships, such as the surveys of cargo-ship safety equipment and passenger ships. The surveyor effort released by the new delegations will be devoted to new problems and to fishing vessel surveys, which are to be introduced on a compulsory basis this year. About 2,300 fishing vessels are involved and a very big surveyor effort will be necessary. We are taking the older vessels first and it will be six years before all are surveyed. Taken together with the new radio rules for fishing vessels introduced in January 1975, this should make a very significant advance in fishing vessel safety.

Reference has already been made to the importance of training and certification. The certificate structure is also a matter in which Marine Division takes the lead in consultation with both sides of industry through the Merchant Navy Training Board. The examinations for Certificates of Competency are conducted by our nautical and engineer surveyors in the Department's examination premises. Much thought is being given to this system in the light of modern needs. The certificate structure is about to be changed, after a long period with only comparatively minor modification. There is much international interest in this subject both in IMCO and ILO. Our aim is to be in the van of progress while not imposing too-rapid changes on nautical colleges and their students or unreasonable demands on our shipping industry, which must be fully competitive.

Marine Division's concern with crew matters extends well beyond training and certification. It covers: manning standards; a great range of regulations, mainly under the Merchant Shipping Act 1970, dealing with such subjects as engagements, discharges, allotments, fines and medical supplies; and functions concerned with repatriations, misconduct, incompetence and death inquiries. At the ports these matters are the concern of the Mercantile Marine Offices. There are 21 of these and at other ports similar functions are undertaken by Customs officials. There is also the Office of the Registrar General of Shipping and Seamen in Cardiff which, as its name suggests, maintains records and deals with inquiries.

At certain MMOs there are food inspectors who carry out inspections of food on board ships. Under the general head of matters concerning the well-being of crews, the Division is much concerned with standards of crew accommodation; with reviews of the Codes of Safe Practice and formulation of new rules, for example, on safe access, where consultation with the new Health and Safety Commission is close; and with inquiries of various kinds in case of incompetence or indiscipline. The modernisation of seagoing employment is currently a theme which is being pursued intensively, not only in the work already mentioned but also in two major reviews of discipline on board merchant ships and fishing vessels by working groups representative of both sides of the industries.

TABLE 3 VLCCs existing and on order at 31 December 1974

Size, dwt	Number of ships	
	Existing	On order
125 – 174,000	86	164
175 – 224,000	168	12
225 – 299,000	294	258
300,000 and over	20	149
	568	583

Source: January 1975 edition of *Shipping Statistics and Economics* published by H. P. Drewry (Shipping Consultants) Ltd., London

One may ask does this amount to too much Government control of seafaring? This question has been much considered in recent years and some changes have been made. The staff of the MMOs no longer witness the signing on and off of crews and this has led to a substantial reduction of staff. As already mentioned, some survey work is being delegated. But there is considerable opposition to the reduction of Government involvement, especially from the seafaring unions who regard the good safety record of UK shipping and the fair treatment of the crew as owing much to the activities of the MSOs and the MMOs.

I am mindful of the words of Peter Drucker: 'The inability to stop doing anything is the central degenerative disease of Government.' But equally one must not lightly dispense with Government functions which have stood the test of time; and it is true that shipping countries with their own corps of surveyors generally have a better safety record than those that rely on other means of survey and inspection.

Navigational safety

Of the functions exercised in respect of shipping of all countries operating in the waters around our own coasts, these are, broadly speaking, concerned with the safety of navigation. Perhaps the most significant influence on navigational safety around our shores in recent years has been the growth of the deep-draught tanker. Table 3 shows VLCCs (very large crude carriers) existing and on order on 31 December 1974. While cancellations of shipbuilding orders are continuing, the trend is clear. It is claimed by operators of VLCCs that the use of larger but fewer ships reduces risks overall. However, their use in restricted sea situations causes problems concerned with draught, stopping distances and manoeuverability.

We and other Channel states, notably the French, are much concerned with the safety of shipping in restricted sea situations. In the Dover Straits, we have the most congested open-sea situation in the world. On average, 350 ships a day pass through the Straits and up to 200 cross the Straits. We have a fruitful co-operation with France on the Anglo-French Safety of Navigation Group. Since broadcasts to shipping and radar surveillance were introduced about three years ago the safety record in the Straits has improved and fewer vessels are contravening the traffic separation scheme (see Tables 4 and 5). We expect the figures for contraventions to fall further when the scheme becomes mandatory – as it is already on UK shipping – on more countries in about a year's time.

The use of deeper-draught ships and the offshore develop-

TABLE 4 Collisions in the Dover Straits

	1968	1969	1970	1971	1972	1973	1974
In fog	10	10	9	7	3	3	2
In clear weather	0	3	2	4	3	0	4
Total	10	13	11	11	6	3	6

TABLE 5 Vessels contravening the traffic separation scheme in the Dover Straits

	1973			1974			
	Apr.-Jun.	Jul.-Sep.	Oct.-Dec.	Jan.-Mar.	Apr.-Jun.	Jul.-Sep.	Oct.-Dec.
Through vessels	845	768	655	550	659	460	454
Crossing vessels	2,220	2,220	2,437	2,490	2,652	2,363	2,058
Total	3,065	2,968	3,092	3,040	3,311	2,823	2,512

ments have focused attention on the need to up-date hydrographic surveys and charts. Unlike the other functions mentioned so far, this one is undertaken by the Hydrographer to the Navy, who has a world-wide role. Defence needs for hydrographic services have lessened somewhat in recent years and are affected by the Defence cuts. Accordingly, an inter-departmental committee under Ministry of Defence chairmanship, with strong participation from the Departments of Trade and Energy and shipping and offshore interests, has been considering future policy in this field. The needs for up-to-date survey, resurveys and charts of the sea around our coasts, with deep-draught vessels and exploitation of the sea-bed in mind, is being very fully considered, and the international role of the Hydrographer is also being taken into account. Clearly the civil Departments will be much concerned with this important field of work in future.

The hydrographic service of the Royal Navy is a highly efficient and traditional one. So is our lighthouse service. It is administered by three general lighthouse authorities: Trinity House, for England and Wales; the Northern Lighthouse Board, for Scotland and the Isle of Man, and the Commissioners of Irish Lights, for all Ireland. The finance for this service comes from light dues paid by ships using the ports of the United Kingdom and the Republic of Ireland. These are paid into the General Lighthouse Fund, which is administered by Marine Division and audited by the Comptroller and Auditor General.

As a result of a full review of the state of the Fund and of the methods of financial control in 1972-73, we now have an up-to-date planning and financial control system. There is now a Lighthouse Finance Committee chaired by the Department with the three authorities and the Lights Advisory Committee, on behalf of the user, fully represented. There is also a lively Research and Development Policy Committee. In view of the difficulties these days of estimating and ensuring that costs are kept as low as possible and are covered by income, it is a good thing that these changes were made.

Marine pilotage is another field for which the Department of Trade is the Government Department responsible. Pilotage legislation and organisation has recently been fully reviewed by a representative committee which has published a unanimous report. We now await legislative time to replace the 1913 Pilotage Act and bring about a major reorganisation. This would be based on maximum delegation of responsibility and authority to local pilotage authorities representative of pilots, shipowners, ports and the independent mariner, the setting up of a central board to consider certain matters of general concern to all authorities, with compulsory pilotage as a general principle.

The general policy with civil search and rescue – a service in which co-ordination is vital – is to make the most efficient use of all the resources which exist, some for other purposes besides search and rescue. HM Coastguard is part of Marine Division under the Chief Inspector. There are 560 full-time coastguards and about 8,000 auxiliaries organised in 11 divisions. There are about 200 regular and 230 auxiliary stations, some manned by auxiliaries as required, but 28 major Rescue Headquarters. HM Coastguard's own physical resources are limited to a few inflatable craft, cliff rescue and breeches buoy equipment, transport and the skills of its dedicated staff. It also has a modern communications network of VHF radio telephone and telex.

In its co-ordinating role, the Coastguard calls upon the Royal National Life-Boat Institution with some 130 conventional lifeboats, about 120 inshore lifeboats and 5,000 dedicated volunteers ready to launch and man them. Its voluntary finance amounts to more than £3½ million annually. Helicopter coverage is supplied by the RAF and RN and the British Airways operating from Dyce near Aberdeen. The coast radio stations of the Post Office provide MF communication with ships at sea. Other vessels of all kinds may be called upon to go to the aid of ships in distress and many smaller pleasure craft are enlisted in the Shoreboat Rescue Scheme. And the Coastguard Rescue Centres maintain close links with the Service Rescue Co-ordination Centres at Pitreavie near Edinburgh and Mount Wise, Plymouth, which can call on long-range search aircraft.

As explained, the Coastguard is responsible for co-ordination at the coasts. The Search and Rescue Committee co-ordinates the search and rescue service centrally. The committee includes representatives of the Ministry of Defence, the Post Office, the RNLI, Trinity House, the Royal Yachting Association, the General Council of British Shipping, the Republic of Ireland, as well as the Department in the chair and the Coastguard. Recently a major review has been undertaken of the organisation of search and rescue and of the Coastguard itself. The findings are under examination and cannot yet be described in detail but the emphasis is on defining the Coastguard's co-ordination role more clearly and making it work even more effectively by better integration of the services.

Table 6 shows for 1973 and 1974, the persons rescued and

TABLE 6 HM Coastguard—incident/casualty statistics, 1973-74

Type of incident/casualty	1973 No.	1973 % of total	1974 No.	1974 % of total	% change 1973/74
Recreational: sailing and powered craft	1,580	33	1,769	32	up 12
Searches: missing and overdue persons and vessels	1,173	25	1,377	24.5	up 17
Small craft: dingies and inflatables	505	11	559	10	up 10
Cliff and shoreline/tide rescues	496	9	504	9	up 1.8
Commercial fishing vessels	337	7.5	397	7.5	up 18
Medical assistance to ships at sea	341	6.5	323	6	down 5
Merchant ships	146	3	167	2.8	up 14.5
Miscellaneous* (persons – craft and aircraft)	233	5	476	8.2	up 15
Total	4,811	—	5,572	—	up 16.5

* Includes preventive action – warning off, etc.
1973 – Persons rescued, 5,060; lives lost, 237.
1974 – Persons rescued, 6,760; lives lost, 268.

lives lost and analyses the type of SAR incident. The rising trend in numbers of incidents can be clearly seen as well as the high proportion involving recreational and small craft. Much attention has been given to this problem. In the UK we have preferred to put emphasis on guidance and publicity: on leaflets and handbooks, such as *How Safe is Your Craft?* and the *Seaway Code*, as well as TV fillers. Comparable figures are difficult to obtain in this field, but our casualty figures appear to be no larger in relation to numbers at risk than in countries, such as the USA and France that have put more emphasis on regulation and enforcement. Nevertheless, we continue to keep the position and our policy under careful review. In addition, the Home Office's Committee on Water Safety is also concerned with the general problem.

Marine pollution is a problem with which the Division has been increasingly involved in recent years – since the *Torrey Canyon* tragedy in 1967. Apart from navigational measures already mentioned, there are two other aspects – prevention and clearance. Under the first, we are concerned with physical requirements on tankers, such as monitoring equipment, limitations of sizes of tanks and segregated ballast. We are also much concerned with discharge limitations. There is much activity in the Inter-Governmental Maritime Consultative Organisation to limit operational discharges from ships and its Marine Environmental Protection Committee is most active. This is a highly complex subject in itself and space does not permit more than a passing reference.

The Division is also responsible for the clearance of slicks threatening coasts while they are at least one mile from beaches. Information on this is normally obtained by the Coastguard from the armed services, ships and aircraft, and the principal marine survey officers co-ordinate the clearance arrangements. Tugs and other craft with spraying equipment and dispersant are on call. We are also much involved in the development of oil recovery systems. Again there is no room for complacency.

We have just set up a new Standing Committee for Clearance of Pollution at Sea, representative of Departments, shipping and oil companies, and other interested bodies, to review arrangements in the light of the risks involved. But we should keep a sense of proportion. Table 7 shows the oil spill incidents in recent years near our coasts which required our arrangements for fighting pollution to be activated. There are signs of improvement here but we must also respond to new hazards, such as the possibility of pollution from dangerous chemicals.

TABLE 7 Oil spill incidents dealt with by Department of Trade 1970-74

	No. of spills	Amount (tons)	Position
1970	2	500	Bristol Channel
		6,204	4.75 miles Isle of Wight
1971	5	600	6 miles South of Dover
		Not known	East Goodwins
		600	4 miles Beachy Head
		257	2½ miles South Goodwins
		Not known	Fawley Oil Terminal
1972		None	
1973	1	408	Humber Estuary
1974		None	

In March 1967 the ss *Torrey Canyon* ran aground on the Seven Stones Rocks. It was estimated that about 100,000 tons of oil was spilt.

Main functions

By way of summary, the main Marine Division functions already mentioned, which occupy in all about 1,400 staff in London and at the coasts, are:

Survey and inspection of ships
Certificate structure, examinations and crew matters
Safety of marine traffic
Lighthouses
Pilotage
Search and rescue
Small craft safety
Prevention of pollution from ships
Clearance of marine pollution.

General aim

The general aim of the Department of Trade's Marine Division can be summarised as follows:

To seek to achieve efficiently socially acceptable standards of marine safety and of conditions of service and welfare of seafarers, with special reference to the safety of life and limb; and to seek to minimise pollution of the environment by ships.

The modes of operation of the Marine Division are:
By regulation mainly directly administered, eg:
- rules based on SOLAS Convention
- marine crew regulations under 1970 Act

By quasi-judicial processes, eg:
- preliminary inquiries
- death inquiries

By control of expenditure, eg:
- lights

By co-ordination of a variety of services, eg:
- search and rescue
- anti-pollution measures

By publicity, guidance and persuasion, eg:
- small craft safety material
- Merchant Shipping Notices

By international consultation, eg:
- IMCO, ILO, European States

Research and development

All the above modes are found elsewhere in the civil service but it is unusual to find as many in a single Division.

The Division's work also gives rise to much research and development effort, especially development. The Surveyor General is a member of the Ship and Marine Technology Requirements Board. Reference has already been made to the Lighthouse Research and Development Policy Committee. In addition, especially close relations are maintained and work is commissioned with the National Physical Laboratory on such matters as ship behaviour and the analysis of Dover Strait traffic; with the Admiralty Surface Weapons Establishment, which has a special unit, financed by the Department, dealing with merchant marine electronic navigational aids, including the radar specification for Dover Strait; with the Warren Spring Laboratory on marine pollution; and with the Laboratory of the Government Chemist, especially on dangerous chemicals.

This catalogue of Marine Division's involvement with maritime safety is long and may have been monotonous, but it serves to emphasise our concern with the safety of and damage which can be caused by anything that floats and, above all, the safety of all seafarers. Now the exploitation of the sea-bed has set new and increasing problems. These are one of our main preoccupations at present.

The mineral resources of our Continental Shelf present great opportunities but we are also faced with a very large new set of problems concerned with maritime safety. The exploitation of the resources of our Continental Shelf involves a highly complex industrial operation in a very difficult environment. The problem extends to the safety of new and immensely large structures and new types of vessel, such as pipelaying barges and crane ships in addition to stand-by and supply vessels. There are also the traditional problems of maritime safety

concerned with life-saving appliances and fire protection. In addition, there are the dangers of diving operations in a hostile environment. Overlaying all these problems is the question of jurisdiction which has not yet been fully resolved.

On our Continental Shelf there are UK and foreign rigs operating, some of which are registered as ships. The distinction between a drilling ship and rig is becoming almost impossible to define as more drilling ships come into service. There are UK- and foreign-registered and -owned vessels of various types concerned with the exploitation of the Shelf. There are British and foreign divers diving from rigs and ships of both UK and foreign ownerships. There are also some similar activities being carried out by UK ships and rigs outside the designated areas of the Continental Shelf; and this is likely to increase as we develop our expertise.

There is, quite rightly, a strong Government, Parliamentary and public concern in all these activities being regulated to secure the highest possible standards of safety. Yet, as a major maritime country we have to bear in mind the importance of safeguarding the principle of flag state jurisdiction and not yielding over-much to the concepts of coastal state jurisdiction, which could adversely affect our mercantile marine. This is of particular significance at present, with the Geneva session of the Law of the Sea Conference in progress.

At the same time, bearing in mind the different countries of registration involved, we cannot rely on flag state jurisdiction alone to secure the high standards of safety necessary in the difficult operations on our Shelf and also to bring about fair competition between our own maritime industry, carefully controlled, and that of other countries sharing the opportunities of our Continental Shelf. It is something of a dilemma which calls for careful thought but urgent action.

The Convention on the Continental Shelf 1958 permits a coastal state to exercise sovereign rights over its Continental Shelf for the purpose of exploring it and exploiting its natural resources. The Convention entitles a coastal state to establish safety zones around installations on the Shelf and these zones must be respected by ships of all nationalities. This is the basis on which the Department of Energy at present controls the operation on the Shelf of oil rigs and platforms and their safety, whatever their nationality, including diving from them.

More difficulty arises with the safety of vessels of foreign nationality – and diving operations from them – operating on the Continental Shelf. Normally we do not impose conditions on the ships of other countries, except if they are in our ports and are considered unseaworthy. Accordingly, we have so far imposed conditions by regulation on UK-registered vessels only. However, in order to secure fair competition, we have sought to impose similar conditions on foreign vessels connected with work on the Continental Shelf, by voluntary agreement. This is the way we are proceeding with the manning of supply vessels, stand-by vessels and diving operations, with considerable success. At the same time we are exploring the possibility, in international law, of making regulations mandatory on all vessels connected with the offshore industry irrespective of nationality, and the difficult problem of enforcement.

Common regulations for offshore

As I have indicated, the field of offshore safety is one in which a good deal more work needs to be done. It is intended to develop a common set of safety regulations for all drilling vessels and installations, though this is a formidable task. Three Departments are at present primarily concerned, viz:

(a) The Department of Energy: concerned particularly with the safety of installations and fixed platforms, as well as all aspects of production;

(b) the Health and Safety Commission: responsible to the Secretary of State for Employment, with an interest in the safety of the individual at work on rigs – some of which is similar in nature to operations on land; and

(c) the Department of Trade: concerned with navigational risks, safety of ships (including rigs registered as ships), diving from ships and world-wide operations generally, as well as the other functions described earlier.

Perhaps this pattern is too complex: it is currently being considered. But the three Departments are working closely together to harmonise their requirements and their enforcement arrangements, and to attempt to match their requirements to rapidly-developing technologies.

New and urgent challenges

Our good record in maritime safety has been built up steadily since the last century. In this field revolution may well involve risks. Rapid evolution is likely to be more successful. There are new and urgent challenges to our systems of control of safety not only in the field of offshore exploitation but in the new types of vessel and dangerous cargoes plying around our coasts. Marine Division must show itself equal to the task.

I have set out in this article to give some factual background to our marine safety record and also to our organisation which, I believe, without complacency, matches our great maritime tradition. I believe too that the organisation is geared to tackle new tasks effectively. Inevitably it is the shipwreck which hits the headlines while the care and attention paid to good seamanship by our mariners and the highly-professional work of shorebased staff tend to go unnoticed.

Safety on Small Craft

Specially written for the Department of Trade and Industry by Guy Cole, an experienced yachtsman, this important publication gives authoritative advice on safety matters and is designed to encourage and help the occasional 'week-end' sailor to acquire an understanding of what is involved in the recreation of his choice. It will also have an interest for all concerned in sailing or who participate in water sports involving boats.

As well as explaining life-saving appliances and other equipment, it deals with facilities for learning boat handling techniques and skills, maintenance, navigation, Collision Regulations, weather and tide, and the search and rescue operation.

The book has many illustrations by David Cobb, the well known marine artist, and includes photographs.

75p

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HMSO BOOKS

Publications

Bankruptcy: A Report by Justice—the British section of the International Commission of Jurists. (39 pages. Stevens. 1975. £1.25. ISBN 0 420 44830 6.) The last official report on bankruptcy was that of the Blagden Committee in 1957 (Cmnd 221), but the subject is again under consideration by a Department of Trade committee, examining the Draft EEC Bankruptcy Convention. This new report by Justice is the result of two years' work by a committee of experts under the chairmanship of Allan Heyman, QC. The appointment of the committee was prompted by the submission to Justice of a number of cases in which the law appeared to them to have operated harshly. Part 1 of the Report consists of a concise statement of the essential features of the present bankruptcy law, the history of bankruptcy legislation, and reforms recently introduced in Commonwealth countries. Part 2 puts forward the Committee's proposals for reform, covering nine main aspects. These are: the bankruptcy notice; the petition; the public examination; the discharge; the assets available for creditors; potential discrimination amongst creditors; complaints against the trustee in bankruptcy; actions by the bankrupt (legal aid); and bankrupts obtaining credit. The Committee concludes that the structure of the nineteenth-century machinery of bankruptcy is ill-adapted to the needs both of the small debtor and of his creditors, as well as of society generally, and goes on to make recommendations on each of the nine aspects considered in the main part of the Report.

Controlling Pollution. Department of the Environment: Control Unit on Environmental Pollution. (31 pages. Available from HMSO. 1975. £0.42. ISBN 0 11 750899 3.) This, the fourth in a series of *Pollution Papers,* is a review of Government action related to recommendations by the Royal Commission on Environmental Pollution. The origins of this and preceding papers are to be found in the appointment of the Royal Commission on Environmental Pollution in February 1970 with a remit 'to advise on matters, both national and international, concerning the pollution of the environment; on the adequacy of research in this field; and the future possibilities of danger to the environment'. The Comission's four reports (Cmnd 4585, February 1971; Cmnd 4894, March 1972; Cmnd 5054, September 1972; Cmnd 5780, December 1974) which should not be confused with the Pollution Papers from the DOE, constituted the first officially sponsored analyses of the problem. The first and fourth of these reports consisted in the main of surveys constituting an audit of arrangements for controlling pollution in the UK. In the second and third reports the Commission turned their attention to more detailed studies of matters of particular concern. This *Pollution Paper* aims to bring together much of the Government response to the recommendations contained in all four reports. Chapter Two, which follows a detailed account of the genesis of the Royal Commission, reproduces the Secretary of State for the Environment's letter of 13 March 1975 to the Commission's present Chairman conveying both his and those of the Scottish and Welsh Secretaries detailed reactions to the latest of the reports. It also indicates the means whereby Departments expect to follow up the recommendations. The second part of Chapter Two is an extract from *Hansard* which deals with the implementation of the Control of Pollution Act 1974. Chapter Three consists of a tabular presentation of the recommendations made by the Commission in their first three reports, together with a summary of the steps taken by Government to meet the points they raise. This is the central part of the paper and provides a readily accessible means of assessing the position to date. The tabulated summary is grouped under 11 headings: atmospheric pollution; freshwater and estuarial pollution; marine pollution; noise; solid wastes; pesticides; screening of new chemicals; monitoring; economies of pollution control; staffing and finally, availability of information. This section is full cross-referenced to the appropriate paragraphs in the Commission's reports. An annex lists some recent official publications on pollution. Industrialists, agriculturalists and marine specialists together with all those concerned with the environment will find a wealth of information concisely and lucidly presented which is not readily available elsewhere.

Annual Reports on Consumer Policy in OECD Member Countries. Organisation for Economic Co-operation and Development. (107 pages. Available from HMSO. 1974. £1.70. ISBN 92 64 11315 0.) The OECD Committee on Consumer Policy reviews annual developments in the fields of consumer protection, education, information and also the complex problems surrounding consumer credit. The reviews are compiled from reports submitted by delegates from 19 member states, including the UK, and also from EEC delegates. This publication covers developments during 1973 and provides a compact source of information. After a brief introduction outlining the more significant features of the year the country reports then follow in alphabetical order. All the papers published are organised under three main headings: institutional developments, new regulations and modifications to existing legislation and other important measures and, finally, budget for consumer affairs.

The crucial element in modern society, whether based on advanced or intermediate technology, is energy. The oil crisis has served to draw attention to all aspects of the energy situation and its politics. Two newly published annotated bibliographies on an important aspect of the energy situation, conservation and consumption in relation to building and services, are **Total Energy** (Department of the Environment: Property Services Agency Library Service. 41 pages. 1975. £1.00 ISBN 0 900014 51 2) and **District Heating** (DOE: PSA Library Service. 73 pages. 1975. £2. ISBN 0 900014 44 X), both obtainable from Property Services Agency Library, Room 018, Lambeth Bridge House, London SE1 7SB. In the case of the *Total Energy* bibliography the PSA Library Service commissioned Mrs. Anne Doughty, ALAA, to gather together all the material in this field from the PSA network of libraries as well as collections held by Government departments, nationalised industries and many other relevant institutions and associations. The references were then discussed in detail with specialists, engineering and architctural colleagues and the final compilation assembled by the PSA library. The publication is divided into six main headings: comfort conditions and integrated environmental design; energy consumption and conservation; air conditioning and heat recovery; lighting; and applications of the above in specific kinds of buildings. This last section is grouped under two subjects; office buildings and industry. Each of these cites general applications and then specific examples. Part six is a small selection of other biblographies in the field. The entries are arranged in author order under the appropriate subject and contain full bibliographical information, covering both journal articles and monographs. All entries have very full annotations, giving scope, coverage and level of treatment as well as a short contents synopsis. *Total Energy* also contains author and subject indexes which refer the user to the entry number. The terminal date for entries is September 1974 and the total for the number of citations is 328. The second biblography, *District Heating,* has been compiled for the PSA library by a well-known authority in the field, A. E. Haseler. Apart from a brief introduction, in which district heating is defined in all its aspects, the publication contains a short history of the subject followed by two indexes: place names index to district heating schemes and an author index, both using the item number as the entry reference. The arrangement of each entry is similar to that used in *Total Energy.* The subject grouping is under 18 headings: early references; general; economics and energy conservation; production of electricty and heat in combination; production of heat only; energy from the incineration of town wastes; mains; architectural and building aspects; specific schemes; countries; governments; finance, legal, management and metering; controls; road and pavement heating; computers and, district cooling. The total number of entries is 356 and it is hoped that this bibliography will be kept up to date with the issue of new editions. Both publications draw material from a wide variety of countries and sources and, although originally produced for the use of PSA staff, have been placed on sale in the belief that they will prove useful to a much wider readership, especially those engaged in the construction industry.

Technology News

Automatic inspection can improve reliability and speed of manufacture

The report of a working party of the Department of Industry's Computers, Systems and Electronics Requirements Board on automatic inspection has been published.

The report is concerned mainly with the application of optical-scanning equipments and computer-like electronic logic to augment or replace existing visual methods of inspection. It would particularly be applied to fast-moving strip material, printed patterns or large numbers of repetitive components. It could improve reliability of inspection or remove restrictions on speed of manufacture resulting from current inspection methods and so lead to higher production rates being achieved without deterioration in product quality. This is one of the fields in which pattern recognition and machine intelligence could be exploited in production processes.

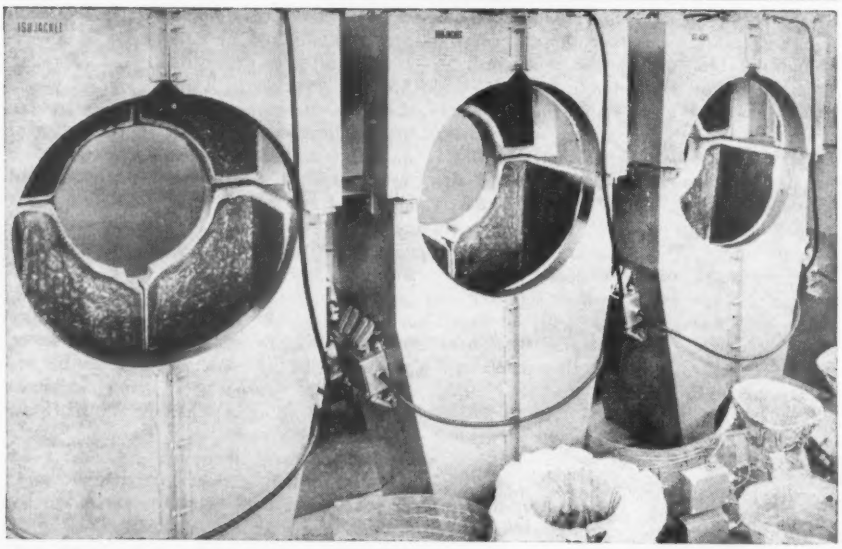
Last year the Board set up a working party, chaired by Dr. Colin Fisher, of Image Analysing Computers Ltd., and consisting of Dr. Graham Clark, of Ferranti, Dr. Bill Gardner, of Atomic Energy Research Establishment, Harwell, Graham Jones, of the British Steel Corporation, and Dr. Dennis Rutovitz, of the Medical Research Council's Clinical and Population Cytogenics Unit. The working party was asked to examine some proposals received by the Board for research and development on automatic inspection and to consider the needs for it generally in this area.

The working party considered background technology and fields of application of automatic inspection. Members concluded that there were growing needs for advanced automatic inspection systems and evidence of inadequate inspection in important areas of industry. Some techniques necessary to achieve improvements needed in inspection were already available but some technical obstacles remain, in particular in signal extraction.

They also considered the possible need for a Government-supported nucleus or a centre for the practical application of pattern recognition techniques to inspection but decided it would not be a viable proposition because of the small amount of ground common to the wide variety of conceivable applications of advanced automatic inspection.

It was recommended by the working party that basic research is needed on signal extraction, that specific projects with good commercial prospects should be supported where necessary and that more detailed studies of possible areas of application of advanced automatic inspection should be carried out in close co-operation with major potential equipment manufacturers or users. The Board accepted the working party's findings and recommendations.

Copies of the report are available from: Secretary, Computers, Systems and Electronics Requirements Board, Department of Industry, Room 415, Abell House, John Islip Street, London SW1P 4LN.



Three of five 'Isojackets' destined for the Springfields, Lancashire, uranium fuel element plant of British Nuclear Fuels Ltd., at the works of the manufacturers, Isopad Ltd., before installation. The electrically-heated jackets are fitted to the discharge hoppers of kilns used to convert uranium hexafluoride (UF6) into a ceramic grade oxide powder, the first stage in the production of ceramic UO2 pellets, a fuel used for advanced gas cooled reactors. The jackets have helped to solve the problem of maintaining oxide powder in a free-flow condition. They keep the powder above the critical temperature of 130°C below which condensation of corrosive vapours would cause solidification and block the hoppers.

European Space Agency due for launching

Lord Beswick, Minister of State, Department of Industry, represented the British Government at a meeting of the European Space Conference held in Brussels on 15 April.

The aims of the meeting were to launch the European Space Agency and to authorise the appointment of its nine senior staff, including its Director General, as well as to exchange views on the Agency's long-term future.

The Agency is to take over the programmes of the European Space Organisation and is to come into effect when Ministers' decisions are implemented towards the end of May.

The European Space Conference was set up in 1966 as a forum in which European Ministers could discuss space matters and work towards a co-ordinated European space effort.

Other members of the Conference are: Germany, France, Italy, Belgium, Netherlands, Denmark, Sweden, Switzerland, Spain, Norway and the Republic of Ireland.

Show your waste-line

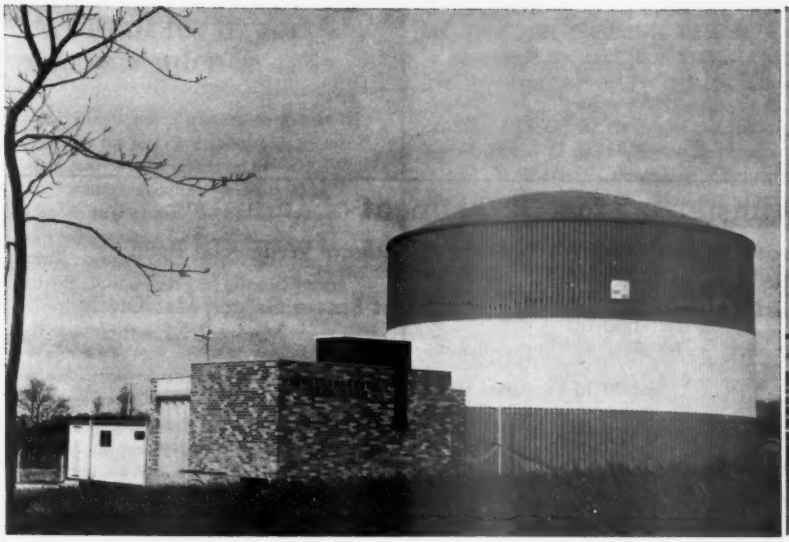
A War on Waste Exhibition is being organised at the National Agricultural Centre at Stoneleigh, Warwickshire from 21 to 23 October 1975.

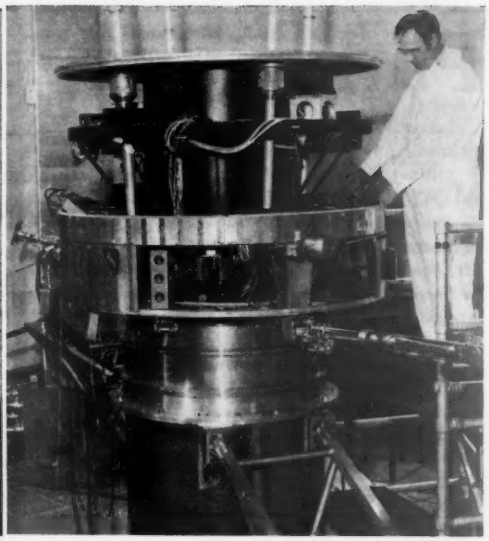
The Department of Industry will be showing some of the work at Warren Springs Laboratory who will be there to answer questions about the Waste Recovery Service, the UK Waste Materials Exchange, Recovery of Metals and treatment of mining and mineral wastes, pyrolosis (or the heating of refuse in the absence of air) and the sorting of domestic refuse.

Gordon Oakes, Parliamentary Under-Secretary of State for the Department of the Environment will be opening the Conference, organised by The Conservation Society (Warwickshire Branch).

So far interest has been firm and varied and exhibits already booked include process/handling equipment, car shear balers, waste compactors, and many others.

Further information from: Exhibition and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey CR2 2BP (Tel. 01-668 2467/8).





Left: British Aircraft Corporation's EMC test centre at Bristol, Europe's largest facility for electromagnetic-compatability testing, which has now been brought into operation. Designed and constructed under contract to the European Space Research Organisation, the building has been provided specifically for the GEOS scientific satellite development programme. It has an environment in which the electromagnetic compatability of the spacecraft's experiments with each other and with other on-board equipment can be tested free from extraneous man-made electrical interference and, as far as possible, natural 'static'. Right: The GEOS development satellite, with panels removed, in the electromagnetically-clean test facility.

Europe's GEOS satellite gets go-ahead

The development version of GEOS, Europe's latest and most advanced scientific satellite, has been completed at BAC's Electronic and Space Systems facility, Bristol. Also the satellite's critical electromagnetic performance has now been approved by the European Space Research Organisation (ESRO). Work can now begin on flight standard spacecraft.

The go-ahead decision is the culmination of 22 months' work by the international STAR consortium team from 14 companies in 10 European countries. Led by British Aircraft Corporation as prime contractor, the consortium is developing GEOS – Europe's first geostationary scientific satellite – for ESRO.

GEOS, due for launch in the autumn of 1976, will be an important part of Europe's main contribution to the International Magnetospheric Study 1976-78. IMS is a worldwide co-operative programme with the principal objective of achieving a better understanding of the earth's magnetospheric environment. The satellite will probe these regions of the magnetosphere from a synchronous orbit 22,300 miles (36,000 km.) above the Equator. It will carry scientific experiments devised by 11 scientific groups from seven countries to study the electric, magnetic and particle fields.

The scientific value of GEOS can be greatly extended by correlating results with low altitude balloon and rocket programmes that will also form part of the IMS. Experiments to be carried by the rockets have been designed to provide a comprehensive set of measurements of high latitude phenomena, to include studies of the sources and acceleration of auroral particles, the stability of plasma flow, wave-particle interaction and the response of the atmosphere and ionosphere to geomagnetic activity.

One of the biggest technological problems to overcome in the development of GEOS, has been the need to minimise the fields generated by the electronic equipment within the spacecraft. The sensitivity of the spacecraft's equipment has necessitated the building of a large, welded-steel-plate screened test facility especially for electromagnetic-cleanliness (EMC) testing. This unique EMC building, which ESRO decided should be built at BAC's Bristol factory has just been brought into use.

Lowering blood pressure

The first stage of a large-scale clinical experiment which aims to improve the treatment of high blood pressure by hypotensive drugs is nearing completion at the Harwell Atomic Energy Research Establishment. The project is an excellent example of a co-operative venture between private industry, the National Health Service, and a Governmental research laboratory.

High blood pressure (hypertension) has for many years been known to be a cause of much premature death and illness. Until recently, treatment which lowered the blood pressure artificially was only used in special cases because it produced unpleasant side-effects and its benefits were still uncertain.

Two things have now changed this situation. First, the pharmaceutical industry has been able to produce new drugs which are effective in lowering blood pressure with a minimum of side-effects. Secondly, large-scale clinical trials with these drugs have shown that they lead to a marked reduction in the occurrence of cerebro-vascular conditions (ie, 'strokes') in hypertensive patients.

Unfortunately, the available drugs have differing modes of action, and selecting the appropriate treatment for an individual patient is still a somewhat random exercise. However, a substance called 'renin' has been known for many years to be connected with the regulation of blood pressure and the hope is that by determining a patient's 'renin status' in relation to other factors, the most appropriate drug can be administered.

A study, jointly conducted by doctors from the Radcliffe Infirmary at Oxford and the staff of the Environmental and Medical Sciences Division at Harwell, is under way to help shed light on this problem. About 4,000 employees at Harwell and its associated laboratories have had their blood pressure measured, and untreated hypertensives among them have co-operated in a series of investigations. Some of these involve the use of radioisotopes, and the expertise of the Harwell scientific staff in the use of very sensitive measuring instruments means that radiation doses to the patients can be kept to a very low figure. This is particularly important since each hypertensive patient must be matched by a normal volunteer to act as a control: these too have come from the staff at Harwell.

Arrangements have already been made to extend the study to patients in local general practices, where the doctors are keen to participate.

The use of skilled staff and advanced equipment is, of course, costly, but the expenses of this project have been borne by CIBA Laboratories, Horsham.

Further information: Dr. A. N. B. Stott, Environmental and Medical Sciences Division, Building 364, AERE Harwell, Oxfordshire, OX11 0RA; and Dr. G. Thomas and Dr. J. Ledingham, Department of Medicine, Radcliffe Infirmary, Oxford.

Parliament

Monday, 7 April

Prudential Assurance Co. Ltd.

Mr. Bob Cryer (Keighley) asked for information on the circumstances in which the Department of Trade gave authority to recent insurance premium increases by the Prudential Assurance Co. Ltd.

Mr. Clinton Davis answered: 'Higher premium rates for motor vehicle insurance business were approved for the Prudential Assurance Co. Ltd. to apply from 1 March 1975: the previous increase was from 1 November 1973. The size of the increase was determined under a special formula for motor insurance premiums which is based on the principles of the Price Code and takes account primarily of unavoidable increases in the cost of claims.'

Industrial development

Mr. Evelyn King (South Dorset) asked about the number of industrial development certificates refused during the last convenient 12-month period.

Mr. MacKenzie replied that during the 12 month period to 31 December 1974, 67 applications for Industrial Development Certificates were refused – 3.5 per cent of the applications decided.

Trade with EEC

Mr. Adam Butler (Bosworth) asked for a breakdown into the main categories of the UK's imports from and exports to the present eight members of the EEC in oil goods for each of the years 1970, 1971, 1972, 1973, 1974 and for the four quarters of 1973 and 1974.

Mr. Clinton Davis answered: 'Figures for oil goods (defined as SITC(R) Division 33) for years 1973 and 1974 are published under SITC(R) 331 and 332 in Tables III and VI of the respective December issues of the monthly *Overseas Trade Statistics of the United Kingdom*. Quarterly figures can be derived from the March, June, September and December issues.'

Figures for the years 1970 to 1972 cannot be derived from published sources and were given as follows:

Mr. Butler asked for the same information with respect to the original six members of the EEC.

Mr. Clinton Davis answered that figures for oil goods (defined as SITC(R) Division 33) for years 1970 to 1972 are published under SITC(R) 331 and 332 in Tables II and IV of Volume I of the appropriate *Annual Statement of the Overseas Trade of the United Kingdom*. Figures for 1973 and 1974 cannot be derived from published sources and are as follows:

TRADE WITH EEC (8) — £ million

SITC(R) No.		Imports (cif) 1970	1971	1972	Exports (fob) 1970	1971	1972
Division 33							
331.	Petroleum, crude and partly refined	35.7	39.7	41.1	7.7	8.4	19.2
332.1	Motor spirit	61.6	60.1	54.4	11.0	14.2	14.1
332.2	Lamp oil and white spirit	9.3	13.7	19.1	6.3	10.3	9.8
332.3	Distillate fuels	9.0	13.7	16.8	28.4	38.6	34.6
332.4	Residual fuel oils	49.5	48.1	57.4	17.3	22.1	19.9
332.5	Lubricating oils and greases	7.6	8.2	7.2	10.4	11.4	12.0
332.6	Mineral jelly and waxes	0.9	0.6	0.4	0.2	0.2	0.2
332.9	Pitch, resin, petroleum asphalt, etc	1.4	2.8	5.3	1.5	3.8	3.5

TRADE WITH EEC(6) — £ million

SITC(R) No.		1973 1st quarter	2nd quarter	3rd quarter	4th quarter	Year	1974 1st quarter	2nd quarter	3rd quarter	4th quarter	Year
	IMPORTS (cif)										
Division 33											
331.	Petroleum, crude and partly refined	5.9	6.3	6.7	5.7	24.6	10.4	30.7	50.3	38.3	129.7
332.1	Motor spirit	17.8	23.6	33.0	27.0	101.4	30.0	42.2	76.0	54.3	202.5
332.2	Lamp oil and white spirit	4.7	6.5	7.5	6.9	25.5	9.1	9.7	7.9	14.7	41.4
332.3	Distillate fuels	6.4	6.2	6.2	9.2	28.1	3.1	3.4	5.4	8.6	20.5
332.4	Residual fuel oils	15.9	14.3	8.3	8.0	46.5	28.7	36.7	14.4	25.9	105.6
332.5	Lubricating oil and greases	1.7	1.5	2.2	2.2	7.5	2.6	4.9	5.4	4.0	17.0
332.6	Mineral jelly and waxes	0.1	0.1	0.1	0.2	0.6	0.4	0.6	0.5	0.7	2.3
332.9	Pitch, resin, petroleum – asphalt, etc.	1.5	1.6	1.1	1.3	5.5	1.5	3.5	3.1	1.9	9.9
	EXPORTS (fob)										
Division 33											
331.	Petroleum, crude and partly refined	2.1	1.3	3.4	1.5	8.3	1.1	5.3	0.6	1.2	8.2
332.1	Motor spirit	0.8	1.3	1.6	4.6	8.4	4.2	20.7	9.4	11.0	45.4
332.2	Lamp oil and white spirit	0.6	0.5	0.3	0.6	2.1	3.2	0.9	0.4	0.9	5.4
332.3	Distillate fuels	1.5	1.6	5.9	17.3	26.3	10.7	24.7	32.7	18.0	86.0
332.4	Residual fuel oils	0.3	0.4	1.3	3.7	5.6	0.4	2.1	7.8	4.0	14.2
332.5	Lubricating oils and greases	1.9	1.8	2.9	2.2	8.8	4.1	4.7	6.2	5.0	20.0
332.6	Mineral jelly and waxes	0.0	0.1	0.1	0.1	0.3	0.3	0.3	0.2	0.4	1.3
332.9	Pitch, resin, petroleum – asphalt, etc.	1.3	2.5	2.5	0.9	7.2	1.6	1.5	1.6	2.5	7.1

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Minister of State: Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 20p.

Information was requested by Mr. Butler on the UK's imports from and exports to the present eight members of the EEC in non-oil goods for each of the years 1970, 1971, 1972, 1973, 1974, and for the four quarters of 1973 and 1974 if available.

Mr. Clinton Davis answered: 'Annual figures for 1973 and 1974 are published in Tables II and V of the December issues of the *Overseas Trade Statistics of the United Kingdom* and quarterly figures can be derived from the March, June, September and December issues. Comparable data for 1970 to 1972 can be obtained by adding Denmark, Faroe Islands, Greenland and Irish Republic to the figures shown for the original EEC in Tables I and III of Volume I of the appropriate *Annual Statement of Overseas Trade of the United Kingdom*. Figures in SITC(R) Division 33 covering oil goods should be ignored throughout.'

Mr. Butler also asked for the values of food imports including agricultural produce in each of the years 1970, 1971, 1972, 1973 and 1974 from Commonwealth countries, the six original members of the EEC, the two other new members of the EEC the United States of America and the rest of the world, respectively; and asked what percentage these represent of total UK non-oil imports in these years.

Mr. Clinton Davis gave the following information for SITC(R) Section 0: food and live animals.

Food prices

Mr. Neil Marten (Banbury) asked the Secretary of State for Prices and Consumer Protection to tell him the average percentage rise in the housewife's food bill since 1 January 1973; and what effect the subsidies borne by the Exchequer, mentioned in her reply to him on 17 March, had on that rise.

Mr. Maclennan answered: 'Between 16 January 1973 and 18 February 1975, the latest date for which information is available, the Food Index rose by 45.7 per cent. It is estimated that without the Exchequer subsidies the increase would have been about 53 per cent.'

Steel industry in Wales

Mr. Wyn Roberts (Conway) asked if the Secretary of State for Industry would re-open discussions with the EEC on studies concerning employment problems in South Wales and redundancies in the steel industry.

Mr. Meacher replied: 'I expect that discussion of two studies – a BSC project relating to steel redundancies and a Department of Employment sponsored project on the impact of moving a Government office to South Wales – will proceed with the Community. A study of the employment problems of South Wales will not be submitted to the EEC for joint sponsorship, and we do not intend reopening discussions of that case.'

Mr. Dafydd Thomas (Merioneth) asked whether a cost benefit analysis or a social audit had been made on the Government proposals for redundancies in the steel industry in Wales.

'In examining the various parts of the BSC's development plan the best possible analysis was made of the economic and social costs and benefits involved,' said Mr. Meacher. 'Only where we were convinced in the light of this analysis that the benefits outweighed the costs were we prepared to approve any proposals resulting in significant redundancy.'

International Energy Agency

Mr. Peter Blaker (Blackpool South) asked for a statement about the latest meeting of the International Energy Agency.

Mr. John Smith, Parliamentary Under-Secretary of State for Energy, said: 'The International Energy Agency's Governing Board met in Paris on 19 and 20 March. It agreed three inter-related measures of co-operation in the accelerated development of new energy sources. It also discussed the approach Participating Countries would adopt in the dialogue between oil consumers and producers, the preparatory meeting for which is taking place in Paris today (7 April).'

UK oil refining capacity

Mr. John Pardoe (North Cornwall) asked what increases in UK oil refining capacity are planned in the next five years.

Mr. Smith answered: 'Three new refinery developments amounting to 20 million tons a year gross capacity are the subject of planning inquiries, and construction of a further 6 million ton refinery has already begun. In addition, a number of lesser expansions at existing refineries are expected during the next five years.'

College of Air Training

Mr. David Price (Eastleigh) wanted to know the maximum number of students which could be handled by the staff and physical facilities at the College of Air Training, Hamble, Hampshire, the present number of students at the College, and the prospective numbers during the next two years.

'The College of Air Training, Hamble, is capable of handling 290 students at any one time, 40 of whom would be based at the subsidiary school at Hurn,' said Mr. Clinton Davis. 'At present, 190 students are under training. In view of current uncertainties in the aviation market it is not possible to forecast with precision the prospective intake over the next two years.'

Mr. Price also asked about steps being taken to attract Commonwealth and foreign students to the College of Air Training at Hamble, and about steps to reduce the extent of staff redundancies.

Mr. Clinton Davis replied: 'Direction of the affairs of the College of Air Training at Hamble rests with its governing body in consultation with British Airways. I am sure that every effort will be made to secure new business for the College in order to retain as many employment opportunities as possible.'

Investment in manufacturing industry

Mr. Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry for an estimate of the investment in manufacturing industry in the UK, over each of the past ten years, from companies the control of which lie outside the UK; and for the corresponding estimate for the same period of investment in manufacturing industry outside the UK by companies controlled within the UK.

Mr. Meacher said: 'The only information obtained on a comparable basis for inward and outward investment in manufacturing industry relates to net direct investment other than oil and is shown in the table below. Inward direct investment is investment in UK branches, subsidiaries and associates by all related concerns overseas; outward direct investment is investment in overseas branches, subsidiaries and associates by all UK companies irrespective of their control.'

	1970		1971		1972		1973		1974	
	£ million cif	Food as percentage of non oil imports	£ million cif	Food as percentage of non oil imports	£ million cif	Food as percentage of non oil imports	£ million cif	Food as percentage of non oil imports	£ million cif	Food as percentage of non oil imports
Commonwealth (a)	724	8.9	747	8.7	759	7.6	877	6.2	887	4.8
EEC (Six)	204	2.5	234	2.7	256	2.6	470	3.3	866	4.7
Irish Republic and Denmark (inc. Greenland and Faroe Islands)	328	4.1	371	4.3	396	4.0	483	3.4	621	3.3
United States of America	120	1.5	135	1.6	138	1.4	183	1.3	200	1.1
Rest of the World	481	5.9	481	5.6	551	5.5	696	4.9	799	4.3

(a) Excluding Bangladesh for the years 1970-1972

NET DIRECT INVESTMENT IN MANUFACTURING INDUSTRY £ million

	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
In the UK	124	151	155	109	235	216	269	340	211	420
By the UK	153	138	158	139	212	294	313	384	354	840

Tuesday, 8 April

Mrs. Winifred Ewing (Moray and Nairn) inquired the total weekly cost of Concorde in the first three months of 1975, and in 1974, respectively.

Mr. Meacher said that the average weekly expenditure by the Government on Concorde in the first three months of 1975 was £1.50 million. For the same period in 1974 the equivalent figure was £1.34 million.

'Allowing for the effects of inflation this represents a reduction in real terms in 1975 of about 10 per cent compared with 1974,' said Mr. Meacher.

Industrial development

Mr. Evelyn King (South Dorset) asked in how many cases firms who have been refused an industrial development certificate for the area of their choice have established themselves elsewhere during the last convenient 12 months period; and how many have abandoned the project or settled out of the United Kingdom.

'Information of this kind is not collected on a regular basis,' said Mr. MacKenzie. 'Because firms may take several months, if not years, to consider and implement alternative development proposals, the effects of Industrial Development Certificate refusals cannot be assessed until well after the event. The latest information available comes from a study of over 1,300 refusals in the period 1958-71. This study indicates that 18 per cent of the developments concerned were eventually located in areas preferred by the Department, eg the Assisted Areas. In 58 per cent of the cases firms met their requirements in various ways outside the preferred areas, eg in existing industrial premises. Fifteen per cent of projects were abandoned and less than 1 per cent were located outside the United Kingdom. The remaining 8 per cent was made up of cases where the companies were considering alternative developments or where there was insufficient information.'

Mrs. Ewing asked for the total numbers of applications for industrial development certificates in Scotland in 1971, 1972, 1973 and 1974; how many were granted in each case; and for a statement on the number of certificates being granted in Scotland compared with the rest of Great Britain.

Mr. MacKenzie answered: 'The number of applications for Industrial Development Certificates for Scotland decided in 1971, 1972, 1973 and 1974 was 155, 108, 15 and 3, respectively. No applications were refused during this period. It is not possible to make any meaningful comparisons on this subject between Scotland and England and Wales because in July 1972 the IDC control ceased to apply in Development Areas. Thus in Scotland from July 1972 to August 1974 the control operated only in the Edinburgh, Leith and Portobello Employment Exchange Areas. After these areas were made into Development Areas in August 1974, the control ceased to operate anywhere in Scotland.'

ECSC Treaty

Mr. Frank Hooley (Sheffield, Heeley) asked what amendment would be required to the European Coal and Steel Treaty to give member governments of the EEC control over investment in their own steel industries.

Mr. Meacher answered: 'As the Prime Minister said in his statement to the House on 18 March, we are going to study the methods other Member countries use to control investment in their steel industries before we decide whether to ask for amendment of the ECSC Treaty.'

Mr. Hooley also asked if the Secretary of State for Industry would initiate discussions with appropriate ministers of the EEC countries concerning the problem of the proliferation of mini steel mills.

Mr. Meacher replied: 'As the Prime Minister told the House on 18 March, we are going to study the methods other Member countries use to deal with the question of private investment in steel. This will entail, inter alia, discussion with the Community on the problem of mini steel mills.'

Wednesday, 9 April

'C. S. Forrester'

Mr. James Johnson (Kingston upon Hull West) and Mr. Kevin McNamara (Kingston upon Hull Central) asked if the Secretary of State for Trade had yet received the report of the preliminary inquiry into MFV C. S. Forrester, *which was set up on 1 August 1974.*

Mr. Clinton Davis said: 'Yes. It is clear that the skipper of the *C. S. Forrester* did not comply with several requests from the Icelandic Coastguard vessel *Thor* to stop which were reinforced by advice from the British fisheries' support vessel *Hausa*, although shots were fired and hit his vessel. I consider that no useful purpose would be served by holding a Formal Investigation into this casualty as the facts have already been established and I have decided against taking any other action at this point in time.

'As Hon. Members will be aware, if a vessel is discovered fishing contrary to the terms of our agreements with Iceland their Coastguard has the right to stop her, and shall summon the nearest British fisheries' support vessel in order to establish the facts. Whilst the *C. S. Forrester* incident was an isolated one, I wish to call attention to the importance of complying with instructions to stop in cases of this kind, and to the responsibility of skippers for the safety of their ship and crew. These points are, I believe, generally well understood by the skippers of our fishing fleet.'

DPCP consultative committees

Mrs. Ewing asked the Secretary of State for Prices and Consumer Protection, what consultative committees exist within her department's responsibilities; and what work is being covered by each committee.

Mr. Williams answered: 'I assume that the Question refers to the nationalised industry consumer councils; of these, my Department is responsible for the following bodies, which work to safeguard the interests of, and to take up representations from, consumers of the goods and services supplied by the industries listed opposite them.'

Transport Consultative Committees	British Railways Board, British Transport Docks Board, British Waterways Board, National Freight Corporation, Scottish Transport Group
Post Office Users' Councils	Post Office
Domestic Coal Consumers' Council	National Coal Board
Gas Consumers' Councils	British Gas Corporation
Electricity Consultative Councils in England and Wales	Electricity Council and Area Boards

EEC Commission on Advertising Standards

Mrs. Ewing asked what was the UK contribution to the report prepared for the EEC Commission on advertising standards; who financed the report as a whole; and what was the cost of the study to each of the Member States.

Mr. Williams replied: 'This study was financed by the European Commission by means of a grant made to the Bureau Européen des Consommateurs (BEUC). The part of the study dealing with advertising in the UK was carried out for the BEUC by Consumers' Association. The grant was paid out of a section of the 1974 Community budget allocated to studies of consumer questions, which totalled 200,000 units of account. The UK contribution to the Community budget in 1974 was 11.04 per cent of the total. The contributions of the other Member States were: Belgium 7.06 per cent; Denmark 1.41 per cent; France 24.27 per cent; Germany 28.47 per cent; Ireland 0.35 per cent; Italy 18.21 per cent; Luxembourg 0.17 per cent; Netherlands 9.02 per cent.'

ECSC loans to steelworkers

Mr. Blaker asked if the Secretary of State for Industry has finished his consideration of how loans for house purchase at low rates of interest available to steelworkers from the European Communities could be taken up.

Mr. Meacher said: 'Proposals for the co-ordination of UK applications for ECSC housing loans, covering coal miners as well as steelworkers, will shortly be put to the European Commission. The procedure will provide for the views of all the interested parties, including unions, local authorities and employers, to be taken into account.'

OECD financial support arrangement

Mr. John Horam, (Gateshead West) asked 'What progress is being made on the establishment of a new Financial Support Arrangement within the OECD as agreed in principle by the Group of Ten in January?'

Mr. Dennis Healey, Chancellor of the Exchequer, said:

'The text of an Agreement has now been drawn up and is being signed in Paris this afternoon by the United Kingdom and nearly all other Member countries of the OECD.

'The scheme is designed to provide, for a limited period, mutual financial support between Member countries, supplementing other sources of credit available to Members encountering serious economic difficulties. All participants will be allocated quotas, expressed in SDR, which will determine the maximum liability in sharing risks, and the normal proportions of contributions to assist a borrowing Member. Amounts borrowed may be up to or beyond the quota of the Member concerned, subject to increasing voting majorities. The total of quotas of all OECD Members eligible to join the scheme will be SDR 20 billion, and the UK share will be SDR 1.6 billion.

'The new Fund, to be known as the Financial Support Fund of the OECD, will not have its own capital, but will raise money as required either by borrowing in national and international capital markets in Member countries under the multilateral guarantee of all Members, or through individual contributions and guarantees.

'The Agreement provides for the scheme to begin to operate after ratification by a substantial majority of potential Members, and it is hoped to achieve this within 12 months.

'HMG welcomes the establishment of the scheme and intends to bring forward legislation in due course to provide for full UK participation. A copy of the text of the Agreement will be placed in the Library as soon as possible. Details will be published in a White Paper to be made available before legislation is brought forward.'

Thursday, 10 April

Modules for oil production platforms

Mr. Gordon Wilson (Dundee East) asked how many modules for production platforms were ordered in 1972, 1973 and 1974; and of these how many were ordered from locations in Scotland, England, Wales, Northern Ireland and abroad.

Mr. Smith gave the following information:

(a) Modules ordered for production platforms on the UK Continental Shelf

	Year		
Place of manufacture	1972	1973	1974
Scotland	4	15	36
England	15	17	33
Wales	0	0	1
Northern Ireland	0	0	0
Abroad	Not available	28	61

(b) Modules ordered in the UK for production platforms outside the UK Continental Shelf

	Year		
Place of manufacture	1972	1973	1974
Scotland	0	0	13
England	0	11	5
Wales	0	0	4
Northern Ireland	0	0	0

North Sea oil pricing

Mr. Teddy Taylor asked whether the rules of the EEC permit Great Britain to make North Sea oil available to industrial and domestic consumers in Great Britain at more advantageous terms and prices than to industrial and domestic consumers in other member states of the EEC.

Mr. Smith answered: 'It is the intention of the Government that North Sea oil should be disposed of at market prices. Differential pricing would involve a significant departure from Government policy. To the extent that it would distort competition it would also be inconsistent with the Treaty of Rome.'

Metric and Imperial quantities

Mr. Teddy Taylor (Glasgow, Cathcart) asked for a list of the items of foodstuffs at present required to be sold in prescribed imperial quantities; and what would be the effect of the UK's obligations under the EEC on the existing legislation on this matter.

Mr. Williams answered: 'The foodstuffs at present required to be sold in prescribed imperial quantities appear in Schedule 4 to the Weights and Measures Act 1963. Under the units of measurement directive we can retain imperial units of measurement until 31 December 1979, and where there are special reasons, for even longer. By April 1978 we will need to permit packs designated in metric quantities to be marketed, though we retain the right to require an imperial marking in addition.'

Outward Missions Scheme

Mrs. Ewing asked for details of the Government's Outward Missions Scheme, including a list of the persons administering the scheme, its annual budget, its date of inception, and the headings of its expenditure since its inception.

Mr. Clinton Davis said: 'I have arranged for copies of a leaflet giving details of the Outward Missions Scheme to be placed in the Library.

'The present Scheme based on an earlier one administered by the British National Export Council was introduced in 1972 by the British Overseas Trade Board under whose direction it is administered by the Fairs and Promotions Branch of the Department of Trade's Export Services and Promotions Division.'

Annual expenditure was as follows:

Financial year	No. of missions	No. of firms	Expenditure (£'000)
1972/73	145	1,644	322
1973/74	168	1,965	527
1974/75•	182	2,220	620

• Estimated.

Friday, 11 April

Family expenditure in Scotland

Mrs. Ewing asked the Secretary of State for Industry, what steps are proposed to correct the imbalance in total family income disclosed in the Government's Family Expenditure Survey, which indicated a per capita differential between Scotland and the south east of England of 32.6 per cent.

Mr. MacKenzie replied: 'We are working hard to attract new industry to Scotland and are particularly keen to encourage projects

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessers since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7**

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offering skilled jobs and high wage rates. When the Scottish Development Agency, the National Enterprise Board and the Planning Agreements System come into operation we shall be able to do even more. Recent decisions on the dispersal of Government work from London will also increase the range of jobs available in Scotland.'

Food prices

Mr. Neil Marten (Banbury) asked the Secretary of State for Prices and Consumer Protection: 'What was the average retail price in July 1970 and at the latest available date, for butter, beef, lamb, pork bacon, chicken, Cheddar cheese, bread, flour, milk, dried milk, and sugar: and what she estimates the price would have been on 1 March 1975 if, apart from the Green Pound, the Common Agricultural policy had been in full operation on that date and there had been no consumer subsidies?'

Mrs. Williams replied: 'Details of average retail prices in the United Kingdom for 21 July 1970 and 18 February 1975 are given in the table below. During this period the Retail Food Index in the UK rose by 85 per cent, and world food prices (as measured by the NIESR index of export prices of primary producers) rose by 150.5 per cent.

'The CAP establishes agricultural support prices for certain products. These cannot be translated directly into retail prices in hypothetical circumstances, because retail food prices are determined by many other factors, including the balance of supply and demand, and the costs of processing, manufacturing and distribution. The remaining adjustments to align UK support prices with the Community levels will be made in stages over the period to 1 January 1978. There is no commitment to phase out the Green Pound.

'Food subsidies are estimated to have produced the following savings on retail prices:

Milk	2p per pint
Bread: Large loaf	2½p
Small loaf	1½p
Butter	11p per pound
Cheese	12p per pound
Tea	8p per pound
Flour	1p per pound

'A proportion of the butter subsidy is contributed by Community funds. The Exchequer contribution to food subsidies is not taken into account in the official estimates which show that present UK food prices are not on balance significantly affected one way or the other by our membership of the EEC.'

Item	Price (new pence) per lb. 21 July 1970	18 February 1975
Butter, New Zealand	17.3	26.0
Butter, Danish	20.2	29.7
Beef, Home-killed, Chuck	32.4	54.7
Beef, Home-killed, Sirloin	45.9	83.2
Beef, Home-killed, Silverside	42.4	73.4
Beef, Home-killed, Back ribs (with bone)	28.9	51.4
Beef, Home-killed, Fore ribs (with bone)	28.5	49.4
Beef, Home-killed, Brisket (with bone)	18.6	—
Beef, Home-killed, Brisket (without bone)	—	49.2
Beef, Home-killed, Rump steak	58.6	98.1
Beef, Imported, Chuck	27.3	49.9
Beef, Imported, Silverside	34.8	67.5
Beef, Imported, Rump steak	47.1	86.0
Lamb, Home killed, Loin (with bone)	36.5	66.1
Lamb, Home-killed, Breast	11.0	20.2
Lamb, Home-killed, Best end of neck	28.0	49.9
Lamb, Home-killed, Shoulder (with bone)	26.1	44.5
Lamb, Home-killed, Leg	35.3	62.9
Lamb, Imported, Loin (with bone)	26.5	51.5
Lamb, Imported, Breast	6.6	14.5
Lamb, Imported, Best end of neck	21.7	41.8
Lamb, Imported, Shoulder (with bone)	19.0	34.8
Lamb, Imported, Leg (with bone)	28.8	53.7
Pork, Home-killed, Leg (foot off)	28.1	51.7
Pork, Home-killed, Belly	18.2	36.6
Pork, Home-killed, Loin (with bone)	33.8	64.5
Bacon, Collar	23.9	50.6
Bacon, Gammon	34.8	69.6
Bacon, Middle cut, smoked	30.8	66.6
Bacon, Back, smoked	33.3	72.5
Bacon, Back, unsmoked	32.0	70.3
Bacon, Streaky, smoked	21.9	53.8
Chicken, 3 lb. frozen broiler	16.4	28.2
Chicken, 5 lb. oven ready	19.5	—
Chicken, 4 lb. oven ready	—	32.8
Cheddar cheese	18.5	40.7
Bread, white, 1½ lb. wrapped and sliced loaf	9.0	15.3
Bread, white, 1½ lb. unwrapped loaf	8.9	15.5
Bread, white, 14 oz. loaf	5.2	10.0
Bread, brown, 14 oz. loaf	6.0	10.9
Flour, self raising, per 3 lb.	9.8	19.8
Milk, ordinary, per pint	4.6	5.0
Sugar, granulated per 2 lb.	7.5	29.5

Retail prices for dried milk are not available.

Monthly Digest of Statistics

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European Community

EEC referendum: polling date announced

Polling day in the EEC referendum will be Thursday 5 June. The date was announced in the Commons during the second reading of the Referendum Bill by the Lord President of the Council and Leader of the House Edward Short on 10 April. The result, he said, should be known on the evening of Sunday 8 June.

Mr. Short made the point that there was 'a problem in Scotland about a referendum early in June. The new Scottish regional authorities which were elected last year, and which will be responsible for the conduct of the poll there, do not formally take office until 16 May. I hope that they can overcome the difficulties which this will cause.'

Speaking on the 'very tight timetable' for the referendum, Mr. Short said, 'If we are to hold the referendum on 5 June we need to obtain the Royal Assent to the Bill by about 8 May. That in turn means that we must aim, if at all possible, to complete all stages in this House in the week beginning 21 April.'

Enabling Legislation

Published on 26 March, the Referendum Bill as drafted makes the necessary provision for the conduct of the poll and the counting of votes, stipulating the form of question to be put to the electorate. It also authorises grants not exceeding £125,000 to two organisations campaigning for the opposing points of view.

The Government's detailed plans for the referendum were announced in a White Paper (*Referendum Order 1975*: Cmnd. 6004) on 7 April. The White Paper contains a draft of the Order for the application of appropriate provisions in electoral law.

For the most part the Order consists of detailed application of provisions in the Representation of the People Acts, 1949 and 1969, the Parliamentary Election Rules and Representation of the People Regulations which apply in England and Wales, Scotland and Northern Ireland. The modifications made in the application of these provisions mainly reflect the difference between an election and a referendum – for example, the absence of candidates.

Proxy and postal voting facilities as permitted in a general or local government election will be equally effective for the referendum (Article 6 of the Order) and any voter who believes he may be eligible for voting by either of these means should contact the registration officer in the area where he is registered as soon as possible to confirm whether or not he qualifies.

The version of the Order published in this White Paper reflects the powers sought in the Referendum Bill as now published and is not the final one. The final version, which will take account of any amendments to the Bill during its passage, will be laid before Parliament as soon as the Bill receives Royal Assent and will have to be approved by both Houses after debate before it becomes operative.

National counting officer

Sir Philip Allen, the former Permanent Under Secretary at the Home Office, has been appointed national counting officer designate for the referendum.

EEC Tariff quotas 1975: exhaustions

HM Customs have stated that the United Kingdom's share of the following EEC tariff quota for 1975 has been exhausted:

UK Tariff heading	Item	HM Customs serial No. (Part 11 of the UK tariff)
78.01 All	Unwrought lead other than bullion lead	4746

The following United Kingdom tariff quota for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry*, 28 November 1974) has also been exhausted:

UK Tariff heading	Item	Country of origin	HM Customs serial No. (Part 11 of the UK tariff)
48.07B	Folding boxboard made from other body furnishes	Norway	2762

Inquiries about current tariff quota balances may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3 7HE, tel. 01-626 1515, ext. 2570. (Previous notices on exhaustions of other global and EFTA paper and board tariff quota appeared in *Trade and Industry*, 20 February and 14 March 1975.)

Advertising in 'Trade and Industry'

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Trade and Industry continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries and queries should continue to be addressed to them.

The European social fund: two types of assistance

Established under the EEC Treaty of Rome to provide assistance for occupational training and resettlement schemes in Community Member States, the European Social Fund was expanded in scope three years ago. The Fund originally provided simple reimbursement to Member States of 50 per cent of the cost of government training and resettlement schemes for the unemployed. From 1 May 1972 workers facing redundancy, as well as the unemployed, have been able to benefit from Social Fund assistance and priority has been given to schemes benefitting problem regions and industries and certain categories of individuals, such as older workers.

A very recent development for the Social Fund has been the proposal to incorporate 'anti-crisis' measures designed to assist Member States affected by the rise in energy costs and levels of unemployment, together with other problems of inflation in their economies. Decisions on the scope and nature of this assistance are now awaited.

This article describes the two types of assistance – 'Article 4' and 'Article 5'* – currently provided by the Fund and examines the UK applications and allocations since joining the Community.

TYPES OF ASSISTANCE

Article 4 assistance

This is available for specific industries and groups which are directly affected by Community policies and which are the subject of specific Council Decisions. Until 10 June 1974 this assistance only covered schemes for workers in or leaving the textile industry and for workers leaving agriculture. On that date the Council decided to extend the scope of Article 4 to cover both schemes for the integration into the social and working environment of migrant workers and projects covering certain aspects of assistance for disabled people. It is currently proposed that the scope of Article 4 should be further extended to cover assistance to workers in the ship-building industry.

Article 5 assistance

This is available for schemes which relate either to the training or resettlement of unemployed people in areas where there is a serious and prolonged imbalance in the supply of and demand for labour (with some priority being given to older workers, women over 35 years of age and young workers), or to the retraining of people to meet the demands of technical progress in certain branches of the economy, or to the rehabilitiation of disabled people. It is available for any eligible schemes in respect of which Member States choose to apply.

Applications

The Fund can provide up to 50 per cent of the cost of schemes which must be wholly or partly financed from public funds. Assistance can be granted for operations run by private bodies only to the extent that assistance is also forthcoming from UK public funds, whether from the central Government or a local authority, or other public body, eg an industrial training board.

Applications to the Fund have to be made through the Member State, ie the central Government, and, in this country, the Department of Employment, and must be submitted to the Commission at least three months before the period to which they relate. Allocations against applications are made by the Commission on the advice of the Social Fund Advisory Committee which comprises representatives of Governments, employers federations and trades unions from each of the Member States.

In 1973 the Council made available almost £30 million for expenditure under Article 4, and about £65 million under Article 5. For 1974 the comparable budget figures were about £41 million and a little over £87 million, respectively. For 1975 they are nearly £46 million and just over £102 million.

The Social Fund budget is not nearly big enough to meet all valid applications, and the Advisory Committee gives highest priority to those schemes which relate to geographical areas or to aspects of the training or employment situation that are considered by them to be most in need of assistance from the Fund. While, for example, the 1973 and 1974 applications for the Government's Training Opportunities Scheme were based on expenditure in the Assisted Areas, the Commission's allocations for these operations related only to the proposed Regional Development Fund areas. Payments from the Fund are made retrospectively on the basis of proven expenditure.

UK APPLICATIONS AND ALLOCATIONS

For 1973, the first year of EEC membership, the United Kingdom submitted applications for assistance totalling £32.2 million relating to a number of broad, government-operated schemes. These covered the training and resettlement of workers in or leaving the textile industry, the training of unemployed workers in the Assisted Areas, the transfer of workers from and within the Assisted Areas and the training, industrial rehabilitiation and resettlement of disabled people. The United Kingdom's total allocation for 1973 was about £24 million – approximately 30 per cent of all allocations. The 1973 application for Government-run training amounted to about £17 million, and approximately £14 million was allocated by the Commission for this.

In 1974 £24.7 million was applied for and £13.6 million allocated for this kind of training. The changed proportion in these figures reflects the Commission's increasing insistence on the Social Fund being instrumental in encouraging Member States to start new projects and to improve existing schemes. While recognising that the Fund must take account of the priorities of national employment policies reflected in existing schemes, the Commission are concerned to encourage Member States to embark on new projects. They are, for example, increasingly more favourably disposed towards training schemes that are related to a specific and immediate training requirement as opposed to on-going, large-scale schemes that provide a wide range of training.

In addition, therefore, to the broad operations covered by

* Articles 4 and 5 of Council Decision 71/66 (1 February 1971) which set up the present expanded fund.

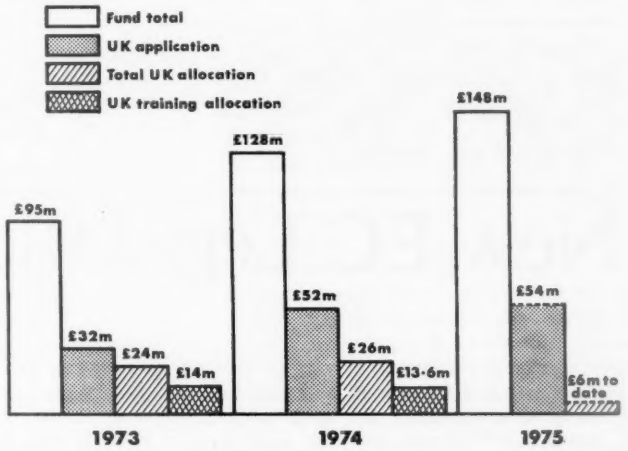
the 1973 applications, 1974 applications were submitted for several more distinct schemes, often smaller in scope. These include the Community Industry project; a training scheme for drivers of heavy goods vehicles; schemes organised and run by three Industrial Training Boards; schemes run under the auspices of the Development Commission; certain aspects of medical rehabilitation and the supply of vehicles to disabled work-people, and government grant-aided schemes for training newly recruited workers on their own premises by a number of firms in Northern Ireland. Applications by the United Kingdom for 1974 amounted to about £52 million and allocations were made totalling almost £26 million (or approximately 24 per cent of all allocations).

For 1975 applications have been made amounting so far to over £54 million. In addition to those schemes covered by the 1973 and 1974 applications a number of fresh applications have already been made for 1975 in a continuing endeavour to increase the scope of United Kingdom applications to the Fund. These include a scheme of training in rural areas run under the auspices of the Forestry Commission and a scheme of training for newly recruited workers on its own premises by a private company in Scotland. Applications are also going ahead in the field of oil technology – forerunners here are another Scottish firm (supported by the Highlands and Islands Development Board) and the Petroleum Industry Training Board.

INQUIRIES

Inquiries about the Fund and the possibility of putting forward applications may be addressed to the Department of Employment, 32 St. James's Square, London SW1Y 4JR, tel. 01-214 8206.

European Social Fund: UK applications and allocations



Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry 20 February and 14 March gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 3 March. HM Customs have stated that the position on the restoration of normal duties for the month ending 31 March is as follows:

I TARIFF QUOTAS AND SPECIAL CEILINGS

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached duty to be re-imposed	
				On date	For goods from
44.15	Plywood, blockboard, laminboard, etc.	1685		14.3.75	Singapore†
51.04	Woven fabrics of man-made fibres (continuous) including fabrics of monofil or strip of heading no. 51.01 or 51.02	3465	9.1.75	14.3.75	South Korea
55.09	Other woven fabrics of cotton: containing 85% or more by weight of cotton:				
ex All	Other: Unbleached of a width of more than 165 cm.,	3716	3.1.75	21.3.75	India
and ex All	Other – Not specified	3724	3.1.75	30.3.75	Columbia
ex 58.01A	Carpets, carpeting and rugs, knotted (made up or not) – of wool or of fine animal hair, containing				
	per linear metre of warp:	3872			
	Up to 350 rows of knots and			14.3.75	India
				15.3.75	Iran
	350 to 500 rows of knots	3899		21.3.75	Iran
ex 59.04	Twine, cordage, ropes and cables, etc.	4002		21.3.75	Mexico
60.04B	Undergarments, knitted or crocheted, not elastic or rubberised – of other textile materials	4061		30.3.75	South Korea
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberised:	4096	14.1.75	14.3.75	South Korea
ex All	Outer garments and clothing accessories,				
	Other – other than of cotton				
ex B	Other – other than of cotton				
64.02B	Footwear with outer soles of leather or composition leather etc.	4258		14.3.75	Hong Kong
71.16 (S/C)	Imitation jewellery	4428		15.3.75	Hong Kong
84.41A(b) (S/C)	Sewing machines, etc.	4819		19.3.75	South Korea
85.10B (S/C)	Portable electric battery	4908		19.3.75	Hong Kong
85.10B (S/C)	Portable electric battery lamps and magneto lamps etc. Other	4908		19.3.75	Hong Kong
85.23 (S/C)	Insulated electric wire, etc	4932		15.3.75	Yugoslavia
87.14B(II (S/C)	Trailers and semi-trailers – Other	4975		15.3.75	Yugoslavia
98.15 (S/C)	Vacuum flasks etc.	5229		15.3.75	Hong Kong

(S/C) Denotes Special Ceiling

* See Customs Tariff Part 11

† The re-imposition of full duty on plywood from Singapore does not apply to the UK's additional share of 105.000 m³ (vide Art. 2(2) of Regulation (EEC) 3052/74).

II CEILINGS

Tariff heading	Description of goods	Date of restoration of duties: From all sources	From particular sources (inner celings)	
60.05AI	Jerseys and pullovers, containing at least 50 per cent by weight of wool and weighing 600g or more per article		18.3.75	Mexico
70.12	Glass inners for vacuum flasks or for other vacuum vessels		16.3.75	Yugoslavia
ex 73.11AII and AIII and AIVa 2 and b	Angles, shapes and sections of iron or steel, etc.		18.3.75	Romania
83.01	Locks and padlocks, etc.		7.3.75	Hong Kong
90.09	Image projectors, etc	8.3.75		

Inquiries about current availability of preferences may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3 7HE, tel. 01-626 1515, ext. 2570 (quotas and butoirs), ext. 2294 (ceilings and inner ceilings).

EEC information for businessmen: free booklet

'EEC – Your Questions Answered', a 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade. The booklet also contains background information about how the Community works and other factual information.

Copies are available, free of charge, from the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

New EC Legislation

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Cattle, beef and veal. Regulation (EEC) 847/75 supplementing Regulation (EEC) 2163/74 as regards the exportation to another Member State of animals from a Member State which applies the system of premiums for the orderly marketing of adult bovine animals for slaughter. (*Official Journal* L82, 2 April 1975)

Regulation (EEC) 848/75 laying down detailed rules for the application of the systems of premiums for producers of bovine animals. (*Official Journal* L82, 2 April 1975)

Regulation (EEC) 888/75 amending Regulation (EEC) 610/75 on protective measures for certain beef and veal products falling within subheading 16.02 B III b) 1 of the Common Customs Tariff. (*Official Journal* L85, 5 April 1975)

Milk and milk products. Regulation (EEC) 859/75 amending Regulation (EEC) 1107/68 on detailed rules of application for intervention on the market in Grana Padano and Parmigiano Reggiano cheeses. (*Official Journal* L83, 3 April 1975)

Fish and fish products. Regulation (EEC) 887/75 altering the standard values fixed in Regulation (EEC) 3325/74 for certain fishery products withdrawn from the market. (*Official Journal* L85, 5 April 1975)

Silk and silkworms and flax and hemp. Regulation (EEC) 876/75 defining the event in which the aid in respect of flax and hemp and of silkworms becomes due and payable. (*Official Journal* L84, 4 April 1975)

Cereals. Regulation (EEC) 904/75 amending Regulation (EEC) 1980/74 as regards the production refund per 100 kg of potatoes. (*Official Journal* L87, 8 April 1975)

Seeds. Decision 75/198/EEC authorising the United Kingdom and the Netherlands until 30 June 1975 to permit the marketing of seed of runner bean satisfying less stringent requirements. (*Official Journal* L87, 8 April 1975)

IMPORTS FROM NON-MEMBER STATES. The *Official Journal of the European Communities* L87, 8 April 1975, contains the texts of the following Decisions.

Decision 75/196/EEC authorising France not to apply Community treatment to tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or other kinds of pottery, other than common pottery and stoneware, falling within headings 69.11 and 69.12 C and D of the Common Customs Tariff, originating in Japan, and in free circulation in the other Member States.

Decision 75/197/EEC authorising France not to apply Community treatment to umbrellas and sunshades (including walking-stick umbrellas, umbrella tents, and garden and similar umbrellas), falling within heading 66.01 of the Common Customs Tariff, originating in Taiwan, and in free circulation in the other Member States.

EEC/PORTUGAL AGREEMENT. The *Official Journal of the European Communities* L85, 5 April 1975 contains the text of Regulation (EEC) 881/75 on the conclusion of the Agreement in the form of an exchange of letters extending the provisions of the exchange of letters of 19 February 1975 relating to Article 2 of Protocol No. 8 of the Agreement between the European Economic Community and the Portuguese Republic.

Agreement in the form of an exchange of letters extending the provisions of the exchange of letters of 19 February 1975 relating to Article 2 of Protocol No. 8 of the Agreement between the European Economic Community and the Portuguese Republic.

Article 2 of Protocol 8 relates to trade in prepared sardines falling within Common Customs Tariff heading no. 16.04 D.

Further information: Department of Trade, Overseas Tariff and Regulation Section, Export Data Branch, Export House, 50 Ludgate Hill, London EC4 7HU, tel. 01-711 408/482/7174 (import duties, taxes, etc., on imports from Portugal into the EEC other than UK), tel. 01-711 458/459/460/461 (import duties, taxes, etc., on imports into Portugal); Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3713/5544 (imports into the UK from Portugal).

EEC – your questions answered

Below we publish answers to some of the questions of general interest which businessmen put to the Department of Industry's EEC Information Unit.

The Unit was set up specifically to help the businessmen wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. It can be contacted by a telephone call to 01-215 4301 (six lines), or by writing to the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET.

Q. I understand that a directive on equal pay has been agreed by a recent meeting of the EEC Council of Ministers. What will be the effect in the UK?

A. The Council of Ministers met on 10 February 1975 and agreed a directive on equal pay. The purpose of the directive is to approximate the legislative and administrative provisions of the Member States of the Community dealing with equal pay for equal work or for work to which equal value is attributed. The directive appeared in the Official Journal of the European Communities L45 on 19 February 1975.

In general the Equal Pay Act 1970 and the Equal Pay Act (Northern Ireland) 1970 enable the UK to comply with the directive. There is, however, a provision in the directive that workers should be protected against dismissal if they claim equal pay. The 'unfair dismissals' provisions of the Trade Union and Labour Relations Act 1974 substantially meet this requirement in Great Britain, but there are a number of cases – eg, that of part time workers, where they do not apply.

However the Government have decided that the Sex Discrimination Bill should contain a provision making it unlawful to treat persons less favourably on the grounds that they had made a complaint about unlawful discrimination; and that it should also apply to equal pay.

Q. We plan to export our products to all the other EEC countries and understand that we should use the Community Transit (CT) System. How do we do this and what documentation is required?

A. The CT system can fulfil two functions; it can provide evidence of entitlement to preferential rates of duty in intra-Community trade and it can provide a common transit procedure to enable goods to move between member states of the EEC without the need to comply with national transit procedures.

The use of the CT system for transit purposes is known as the 'full CT procedure' and the documents used, in addition to acting as transit documents, also indicate whether or not the goods are entitled to intra-Community preference.

When a transit function is not required CT 'movement certificates' are used to provide evidence of entitlement to intra-Community preference. These can, in appropriate circumstance, be used by themselves or in conjunction with transit documents such as the TIR or ATA carnets.

When goods are moved by rail a simplified procedure can be used which avoids the need to have CT forms additional to the normal rail documentation.

The use of a CT document is always necessary when it is required to prove entitlement to intra-Community preference.

The use of the full CT procedure is sometimes obligatory, but even when it is not it is often advisable to use it unless the goods are to travel under the rail simplified procedure or under another international transit procedure such as the TIR or ATA systems. This is particularly the case if the goods are to be finally cleared out of customs charge elsewhere than at the place of importation into the next member state.

Except when the use of the full CT procedure is obligatory, or when goods are exported by road across the Irish Land Boundary, the use of CT documents for exports direct to Denmark or the Republic of Ireland is normally unnecessary if the goods can be shown to qualify for preferential treatment under the Anglo-Danish or Anglo-Irish Free Trade Agreements.

The CT system can also be used for goods travelling to or through Austria or Switzerland but it will not entitle the goods to preferential duty treatment in those countries.

The full CT procedure is obligatory in the following circumstances if the rail simplified procedure or another international transit procedure is not used:

a for goods subject to a Community measure controlling their use or destination; or
b for goods whose movement will involve more than one member state of the EEC outside the United Kingdom (unless the onward movement from the first member state outside the UK is carried out under the Rhine Manifest procedure).

UK products which are entitled to intra-Community preference and which are exported under the full CT procedure should travel under cover of Form T3.

Where the full CT procedure is not used, entitlement to intra-Community preference can be shown by one of several types of CT movement certificate, the particular form used being dependent upon the circumstances of the exportation. For exportations which do not involve passage through a non-Community country (other than Austria or Switzerland) the normal form to use is Form T3L. If the goods are exported directly from the UK to another member state and the customs export and import formalities are carried out at the place of exportation and the place of importation respectively, a modified Form T3 can be used as a CT movement certificate. The modified T3 (known as a 'T3 (Article 41)') cannot be used in conjunction with a transit document for the clearance of the goods elsewhere than at the place of importation.

Generally, Forms T3 and T3L can be used for the exportation of UK products only if:

a the goods are wholly of UK origin; or
b the UK import charges to which the goods or materials used in their production are liable have been paid and not repaid in whole or part; or
c the goods have been manufactured in the UK wholly or partly from imported goods or materials on which the UK import duty has not been paid, or has been repaid, provided that the imported goods or materials were Community goods (ie were of Community origin or had paid the relevant Community import charges) or that the appropriate Compensatory Levy is paid on exportation.

CT forms must be completed by the exporter or his agent and normally must be presented to the UK customs for authentication before the goods are exported. In some circumstances approved exporters may use preauthenticated Forms T3L which do not need to be produced to the customs before exportation.

In all cases traders should ensure that Forms T3 or T3L are used only where it is definitely known that the goods are entitled to intra-Community preferential treatment as the use of these forms for

ineligible goods may constitute a false customs declaration. Exporters should give specific directions on this point to their agents in respect of all exports to the EEC.

The full CT procedure may also be used for goods which are not entitled to intra-Community preference. In this case Form T1 is used.

It should be noted that CT documents do not replace the normal customs entry documents which need to be presented when goods are finally cleared out of customs charge. The normal customs entry formalities will usually be carried out by the importer in the country of destination but if the UK exporter himself intends to effect final customs clearance he should ascertain that the national regulations of the country concerned allow him to do so. Similarly, when in these circumstances he proposes to effect the final clearance elsewhere than at the place of importation and he is not using an international transit procedure he should first make sure that he will be permitted to remove the goods from the place of importation.

In this answer it has been possible only to outline the basic features of the CT system. For further information exporters should consult the appropriate customs notices listed below:

49 Temporary importations: international co-operation.
104 Temporary importations and exportations under ATA and ECS Carnets.
241 Compensatory levy
750 Community transit – general.
750A Community transit – list of Offices of Departure. Transit and Destination and Guarantee Offices in the UK, etc.
750B Extension of the Community Transit procedures to Austria and Switzerland.
751 Notes on completing Community transit forms T1, T2 and T3.
751A Notes on completing Community transit Movement Certificates.
752 Free circulation of goods in the European Communities.
753 Community transit – the simplified procedure for goods carried by rail.
754 Documentation for fish caught by British fishing vessels.
755 Community transit – special control procedures.
756 Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
757 Preauthenticated movement certificates Form T3L.
800 EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810 EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries.
810A EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
821 EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830 Arrangements between Denmark and UK.

Copies of these notices and the relevant forms may be obtained from any Customs House or office of a Collector of Customs and Excise in the UK or from the Secretary, HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE (tel. 01-626 1515, ext. 3079/2069).

Q. I am importing a car from France and have heard that it must contain 'E' markings. Is this an EEC requirement and what is involved?

A. The organisation concerned is not the EEC but the Economic Commission for Europe (ECE), one of four regional Economic Commissions set up by the United Nations Economic and Social Council. One of the Working Parties of the ECE Inland Transport Committee is responsible for motor vehicle regulations designed to harmonise technical requirements and provide reciprocal approval procedures recognised in ECE member countries.

The contracting countries and the identification numbers allocated to them are listed below:

Federal Republic of Germany	E1
France	E2
Italy	E3
Netherlands	E4
Sweden	E5
Belgium	E6
Hungary	E7
Czechoslovakia	E8
Spain	E9
Yugoslavia	E10
United Kingdom	E11
Austria	E12
Luxembourg	E13
Switzerland	E14

If member countries accept these regulations they may authorise manufacturers to put an approval mark on the vehicle or part, provided that a prototype has been tested by a Government authorised body and found to comply with the specifications of the regulation.

So far regulations relating to four vehicle features and five lighting components have been made part of domestic law in Great Britain and vehicles must be 'E' marked for these features and components before they can be used for the first time on roads in Great Britain.

The 'E' mark itself, a circle enclosing the capital letter E and the number representing the country of origin, is a small plate or label often fixed to the engine compartment bulkhead or in the case of lighting components the mark is embossed on them. The Department of the Environment provides an explanatory leaflet which may be obtained from:

RSV Division,
Department of the Environment,
Caxton House,
Tothill Street,
London SW1.

A close-up of the UK 'E' mark on the rear lighting component of a car.

Missions and Tours

W. A. Baxter and Sons Ltd., of Speyside recently welcomed a large party of international journalists and newsmen from 25 countries to its factory at Fochabers. Gordon Baxter, chairman of the company (centre), took members of the party on a guided tour of the factory, stressing that it was only constant insistence on standards that had earned a worldwide reputation for high quality manufactured food and created the right conditions for expansion of exports. Baxters gave a dinner in honour of the international guests, the menu being made up entirely of products it manufactures. John Barclay, European manager for Baxters, has recently returned from a visit to the Salima Fair in Brno, Czechoslovakia, and he has been examining development opportunities in New Zealand and Australia, while Iain Gow, export manager, has visited South Africa, Canada and the United States this year.

Industrial party to Middle East

An outward mission organised by the British Overseas Trade Board and the North of England Development Council left last week for the Middle East under the leadership of Professor Howard Bowen-Jones, Director of the Centre of Middle Eastern and Islamic Studies at the University of Durham.

There are 11 companies represented on the mission, covering a wide variety of industries, including construction equipment, glassware, civil engineering, lighting and building services. The itinery covers visits to Jeddah, Manama, Abu Dhabi, Dubai and Kuwait and the mission continues until 22 April.

Korean delegation at London meeting

An important business mission from Korea spent a week in Britain last month, as guests of the British Overseas Trade Board, meeting industrialists and bankers. The leader of the 20-man mission was Chung Ju Yung, chairman of the Korea-British Business Promotion Committee and of the Hyundai Group.

The members of the mission attended the UK/Korea Second Joint Economic Conference 21 March at the headquarters of the Confederation of British Industry. They also visited Birmingham and met businessmen under the auspices of the Birmingham Chamber of Commerce.

The mission's visit coincided with that of Yie Joon Chang, Korean Minister of Commerce and Industry, who was visiting Britain at the invitation of Peter Shore, Secretary of State for Trade and President of the British Overseas Trade Board.

British exports to Korea, consisting mainly of machinery and transport equipment, were up by 68 per cent last year over the figure for 1973. Imports rose at an even faster rate – 89 per cent – and the reduction of Britain's unfavourable trade balance is a prime objective of the BOTB.

The establishment of Korea's shipbuilding and automobile industries has resulted in British firms winning contracts worth over £40 million in the last two years from the gaint Hyundai Group alone.

The first UK/Korea Joint Economic Conference was held in Seoul last October at the time of the British industrial and banking mission to Korea.

Westminster groups seek trade in South America and Japan

Increased business opportunities for British exporters to Japan, Brazil and Venezuela are being offered by the City of Westminster Chamber of Commerce. A trade mission to South America is being sponsored in September; an exhibition and conference are planned for Tokyo in January.

The mission, under the British Overseas Trade Board's outward mission scheme for exporters of goods and services, will be away 4-27 September and will call at Caracas, Rio de Janeiro and São Paulo.

Details of cost, etc. can be obtained from the Chamber's trade missions secretary, David Treherne, at Mitre House, 177 Regent Street, London, W1R 8DJ; tel. 01-734 2851.

The Chamber also plans to sponsor a joint venture group of British companies to exhibit at the Internepcon Japan Exhibition and Conference, Tokyo, 21-24 January.

Ian Hutchison, the Chamber's exhibitions secretary, describes the package price (which does not include meals) as 'a real 1976 bargain'. Mr. Hutchison adds that although the exhibition is of direct interest to electronics companies, firms in any business can take advantage of the low rate which is proposed.

Leicester organisation mounts autumn tours

Leicester and County Chamber of Commerce reports that it is mounting four export missions during the autumn. Destinations are Nigeria (5-13 September), Russia (22-26 September), Iran (18-25 October), Lebanon and Kuwait (3-15 November).

The mission to Moscow will be the 13th from the Leicester Chamber to visit the Russian capital since 1963. The visits have brought to Leicester companies business worth many millions of pounds and the Chamber is confident that an important credit deal recently signed in Moscow will bring in its train additional opportunities for local producers of consumer goods and capital plant.

Exhibitions and Fairs

Visitors to the Automotive Engineering Show in Detroit examine a sectioned Laycock overdrive (supplied as original equipment to American Motors Corporation) as well as the largest rigid planetary axle ever shown by GKN in the USA.

Britain's major sales drive at Detroit auto show

From E. W. Busby, Consul (Commercial), British Consulate-General, Detroit: Demonstrating their confidence in the American automotive market, 19 British companies exhibited at the recent SAE International Congress and Exposition at which domestic firms were participating on a noticeably reduced scale. The British exhibitors were appearing under the joint sponsorship of the Society of Motor Manufacturers and Traders and the British Overseas Trade Board and their combined stands occupied over one-tenth of the total exhibit area.

As in 1974, three-quarters of the British contingent were 'repeaters' at the show, 24-28 February. For GKN International, GKN Castings and GKN Forgings it was their sixth appearance, the fifth for GKN Sankey, while five companies of the Lucas Group were at the show for the fourth year in a row. It was the third consecutive year for GKN Transmissions and Burman and Sons Ltd., the second for Associated Engineering Developments, Umed Ltd. and Wilmot Breeden Ltd. and this year's newcomers were Guyson International Ltd., Airscrew Howden Ltd., Duport Foundries Ltd., Small and Parkes Ltd. and Delanair Ltd.

The high standard of British participation at this important automotive engineering forum was typified by the GKN Group's 80 ft. long frontage of impressive displays which greeted the 21,043 visitors as they checked in at the registration counters. GKN's exhibits included the Laycock overdrive currently being furnished to American Motors Corporation and the largest rigid planetary axle they have ever exhibited in the United States.

Elsewhere in the hall the Lucas Group display occupied a 1,200 sq. ft. island, one prominent feature of which was a skeleton car on which light and sound effects dramatised the large number of products furnished by Lucas to the automotive industry. A spokesman for the Lucas Group reported several serious inquiries for manufacture under licence of the Rist's Wire and Cable Ltd.'s award-winning vehicle wiring concept 'Fabrostrip'.

Apart from the British presence on the exhibition floor (where in terms of space it outweighed the combined Japanese and Swedish exhibits by over four to one), nine British engineers presented papers at the technical sessions which ran concurrently with the exhibition.

Within the space limitations of this article it is unfortunately impossible to report in detail the reactions of the British exhibitors who, without exception, were well satisfied with the results of their appearance in 'Motor City, USA'.

In affirming their companies' intention to return in 1976, Lewis Walker of Burman and Sons Ltd. said the show afforded his company an opportunity to discuss design and expertise with major US automotive manufacturers, while A. L. Grayson of Small and Parkes Ltd. regretted that his company had not previously exhibited. An indication of the importance of the show was the fact that Small and Parkes Ltd.'s stand was visited by every leading American manufacturer of friction materials.

Among exhibitors for whom the show demonstrated the need for representation on a continuing basis to exploit the opportunity existing in the American market, were the managing director of Airscrew Howden Ltd., M. C. Beal, who was 'both delighted and encouraged' and W. E. Spurway of Delanair Ltd. who reported a number of interesting inquiries from US companies in the original equipment field.

Associated Engineering Developments Ltd.'s 'Econocruise' speed control attracted attention from an unexpected quarter, that of speed control on power take-off equipment and Tim Blee thought that a single project of this nature would alone justify his company's participation. Alan Norman

of Wilmot Breeden Ltd. (whose locks are fitted on the Bricklin, North America's first safety sports car) thought that the depressed US automotive market had meant that not all commercial vehicle manufacturers had attended the show. He said that his colleague J. James would be remaining after the show to follow up inquiries received both prior to and at the show and, depending on his findings, it is likely that Wilmot Breeden will be establishing its own permanent sales organisation in the USA.

R. R. Absalom, managing director of Umed Ltd. (for whom this was a second appearance in Detroit) said that his company's most promising prospects were US manufacturers of diesel engines, trucks, buses and heavier vehicles, adding that had it not been for the change of the US economic climate he was convinced that firm orders would already have been received from these companies. David Evans of Duport Foundries, in confirming that the exhibition afforded his company good exposure to the US auto industry, said that contacts made at this stand confirmed his company's marketing information that when the US economy commences its upswing there will again be insufficient foundry capacity to cope with demand and that a useful market will continue for British quality castings.

J. Robertson, general export manager of Guyson International Ltd., said that the show had certainly lived up to his company's expectations. The response to his company's blast cleaning equipment by both end-users and distributors was such that his company had decided to involve itself in a further section of the metals industry and would be storing its exhibits in Detroit for showing at the Society of Manufacturing Engineers Exhibition in that city in April.

The confidence and satisfaction of British participants were summed up by GKN group chairman, Barrie Heath, whose conversations in Detroit had confirmed his existing opinion that the US automotive industry may well experience an upturn sooner than many people expect. In reporting that 1974 had been a record year for his company's operations, Mr. Heath said that attendance at the SAE Exposition is a vital part of his company's continuing market strategy in North America.

Office equipment display in Tokyo

From F. J. Field, Commercial Department, British Embassy, Tokyo: A total of 11 British companies took part in concurrent exhibitions at the British Export Marketing Centre, Tokyo, 18-22 February, on the themes of business and reproduction equipment and computer software. The exhibition was arranged by the British Overseas Trade Board in association with the Business Equipment Trade Association.

The Japanese business equipment industry has expanded rapidly to the extent that total production in 1973 of Y320 billion (£5,333 million) was nine times that of 1965. There has been very significant growth in areas such as electronic calculators, office copiers and electronic cash registers but the market has expanded generally. Future growth is expected to continue at the rate of 15 to 20 per cent a year.

A number of foreign brands, especially those incorporating technological advances, have established themselves firmly in the market, in some cases as market leaders. British manufacturers, whose exports total £350 million (39 per cent of total sales) have only directed 1 per cent of their sales to this booming market. Some companies, such as Gestetner and Rotaprint, have been selling in Japan for many years and have found the market rewarding.

The exhibition's objective was to tempt newcomers to Japan with the aim of doubling Britain's current modest share of imports. One of the newcomers, Gross Cash Registers, found the attempt well worth making and not only obtained an order for £150,000 worth of machines but discussed further developments of great potential interest. Established companies, such as Rotaprint and Addressing Systems International, found the exhibition offered an excellent chance to introduce new equipment and make valuable contacts for developing new types of business.

All-in-all £850,000 worth of new orders are expected during the next year as a result of the exhibition.

A most encouraging feature of the show was the keen interest shown in the systems offered by the computer software houses represented at the Centre. Although in some areas, such as construction and shipbuilding, Japanese software technology is highly sophisticated, there are many gaps. Opportunities exist, for instance, in systems dealing with the control of pollution – an area of great concern in Japan at the moment.

Recent moves to liberalise the computer industry, both for software and peripherals, has led to an increasing interest in the market by foreign companies, notably American. Management Systems and Programming, which had already won a significant order from Japan, met several potential partners who could work for the introduction of new systems into the market. Genesys was most impressed by the number of inquiries and sees a promising future for its system in Japan.

Zagreb printing event makes good impression

From J. Wilde, British Consulate-General, Zagreb: International Fair of the Printing and Paper Industry, Intergrafika, Zagreb, 17-22 March. This was the third, and from the British point of view most successful, in the series of biennial Intergrafika exhibitions. Intergrafika, as the only specialized exhibition held in Yugoslavia for the graphic and paper industry is becoming an established event in the Zagreb fair calendar.

The British stand, jointly organised by Fairs and Promotions Branch of the British Overseas Trade Board and the London Chamber of Commerce and Industry was, apart from the German Democratic Republic's, the only national stand. In all, over 300 exhibitors from Yugoslavia and 17 foreign countries took part and the Zagreb fair authority estimates that 15,000 visitors came.

Fourteen British companies exhibited on the joint venture stand which occupied 400 sq. m. in a prominent position in one of the main exhibition halls. Most of the exhibitors expressed satisfaction both with the orders they took and with the level of serious and professional interest shown in their products. Grafex Ltd. reckoned that it and the three other firms exhibiting with it had done £250,000 of business during the fair. Although the expectations of some other exhibitors were not so well fulfilled, others said they had done very well indeed.

A. Offenbach, director, Mister Ant Ltd., London, pictured at the International Fashion Fair held in Copenhagen, 16-19 March. Over 50 British firms exhibited with the support of the British Overseas Trade Board in conjunction with the Clothing Export Council. The opening day of the exhibition attracted over 7,000 visitors.

Seven BOTB-backed groups display at Frankfurt's international event

From Mrs. R. S. Holmes, Vice-Consul (Commercial), Frankfurt: Despite the general economic gloom and limited expectations, the Frankfurt International Fair – one of Germany's leading consumer goods fairs – which was held 23-27 February, ended on a more optimistic note and to the satisfaction of the majority of participants. On an area of well over 100,000 sq. m., 3,209 exhibitors from 48 countries displayed wide selections of consumer goods, ranging from pianos and musical instruments to ceramics, cutlery, office products and stationery, to giftware, hairdressers' supplies, furniture and shop fittings. More than 84,000 trade buyers, including about 16,000 from 89 countries, visited the five-day event.

As in 1974, the United Kingdom again yielded the largest non-German group of exhibitors – 134 in all, of whom 119 took part in seven BOTB and trade association-sponsored joint venture groups, the next largest contingents were from Italy (120) and France (119).

The British joint venture stands were well designed and as at previous fairs in this series attracted favourable comments from exhibitors and visitors alike: they were visited by a constant stream of interested buyers from all over the world. Minister (Economic) Norman Statham, from the British Embassy in Bonn, who visited the British joint venture exhibitors during the third day of the fair, received encouraging reports of business done.

While the 1974 event had been a 'boom' fair for the British piano industry, this year's results were no less satisfying, with a good volume of orders again being booked by all 15 participants in this joint venture section.

Exhibits included grand pianos and uprights in all price categories, harpsichords, piano actions and tools. The 1974 trend of increasing sales to the German market continued – spectacularly for British manufacturers offering lower-priced pianos, who doubled their 1974 sales.

The largest group of British exhibitors sponsored jointly by the BOTB and the Association of Musical Instruments Industries, comprised 34 exhibitors showing – well to the fore once again – a wide range of sound amplification and reproduction equipment, as well as discotheque and psychedelic lighting equipment and synthesisers, besides the more traditional percussion, wind and stringed instruments. Most publishers of trade journals connected with music and musical instruments were represented. Great interest was shown in guitars and electronic organs, as indeed in electronic sound reproduction equipment of British origin generally. A good volume of orders was booked and expressions of interest received which will, in the normal pattern of follow-up orders, bring in more business in the coming months. Nearly all British exhibitors in this 'fair within a fair' were well satisfied with the results achieved.

British porcelain, fine bone china and earthware continues to be in demand all over the world, as the 15 exhibitors in the BOTB and Ceramic Manufacturers Federation-sponsored joint venture had confirmed by the interest shown in their wares. Many firms were able at the fair to conclude agency and distribution arrangements for foreign markets and the majority of exhibitors were well content with the business results of the fair. One manufacturer alone, a newcomer to the Frankfurt fair, took orders in excess of £180,000.

The British Stationery and Office Products Federation was again strongly represented with 27 manufacturers, including a number of newcomers to Frankfurt, in two BOTB-backed joint venture group displays. The majority of exhibitors recorded substantial increases in the volume of orders booked, compared to 1974. While business with customers from third markets was described as very good, only a few firms were able to increase their share of the German market, which is traditionally a difficult one for British stationery and greeting cards. Some firms entered into negotiations with prospective agents and it is expected that further business will result from the participation in the fair.

The Design Council in co-operation with BOTB sponsored a group of nine exhibitors, showing a selection of high-class giftware, clocks and innovatory toys. Some products on display attracted great interest and obtained valuable publicity through German television coverage. The majority of these exhibitors took substantial orders and opened new accounts in many foreign countries. Some exhibitors also started negotiations at the fair with prospective agents.

The British Art Metal Export Group and a further 19 British exhibitors, showing under the auspices of the British Jewellery and Giftware Federation and the BOTB, displayed a wide range of metal goods, fancy goods and giftware. Here again, most exhibitors found their participation well worthwhile with orders in many cases exceeding expectation and 1974 results.

In addition to the BOTB-sponsored groups, 15 firms exhibited independently, and further British products were displayed on the stands of agents and importers, notably occasional furniture, pottery and giftware.

The British exhibitors were almost unanimous in their verdict that the Frankfurt fair was an event nobody in their respective industries could afford to miss and there is every indication that Britan will again be strongly represented at the forthcoming Frankfurt fair 24-27 August.

Signs of recovery in outerwear sales at clothing show

From Commercial Department, British Embassy, Bonn: At the Spring International Men's Fashion Show, Cologne, 21-23 February, there were some indications of a recovery in the demand for men's outerwear in international markets.

The German men's clothing industry registered cautious optimism as a result of additional business booked for the coming spring/summer selling season. The orders taken for autumn/winter, which would normally have been placed at this fair, were disappointing; but retailers' ordering activities for early delivery merchandise led to hopes of an increase in demand which will help the industry out of its present depression.

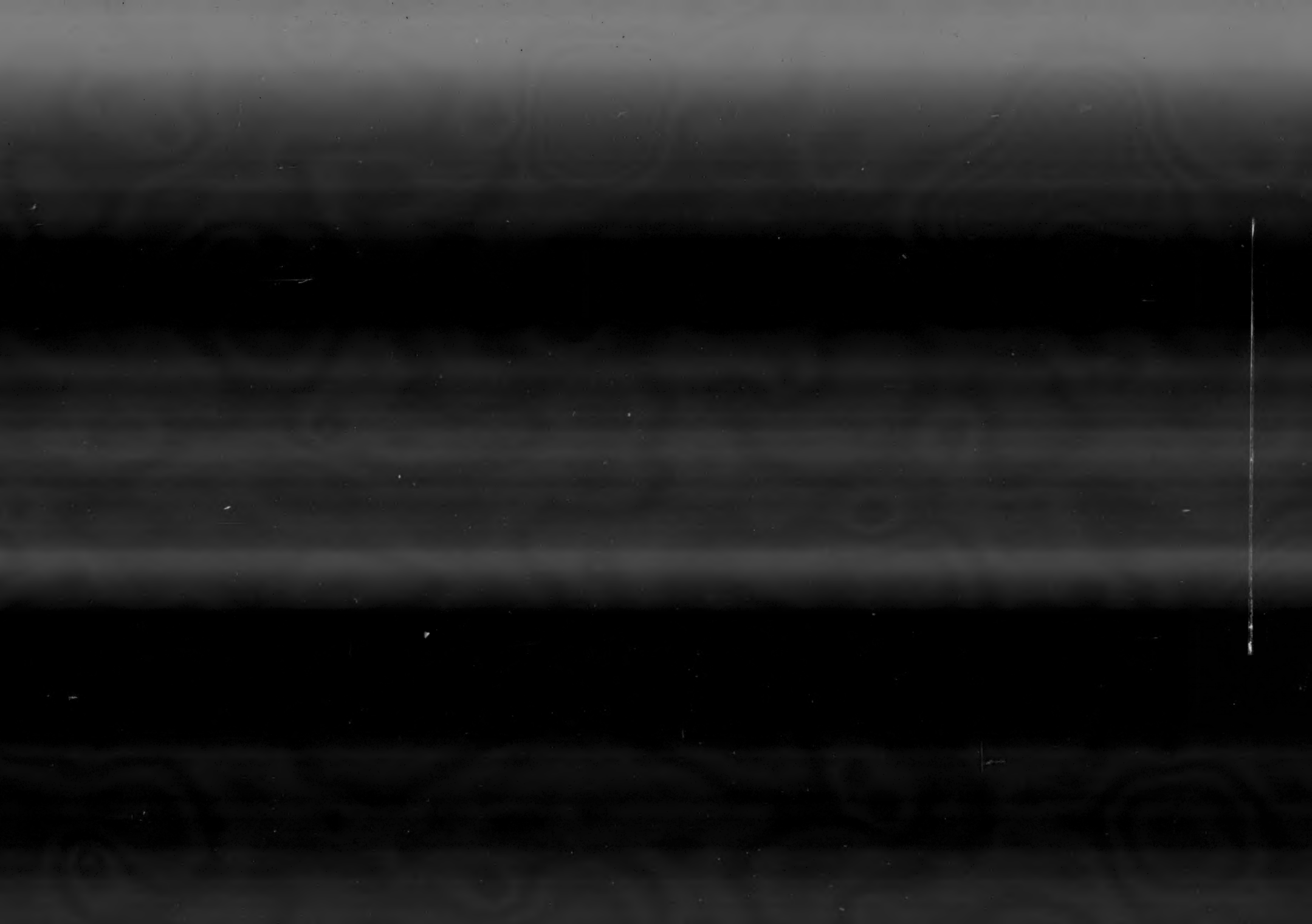
More exhibitors and more visitors were an indication of the increasing importance being given by the trade – manufacturers and buyers alike – to the spring edition of Men's Fashion Week. Three hundred and ninety-seven exhibitors and 17,400 trade visitors were an increase of 13 per cent and 3 per cent respectively, on the same event last year.

The second largest group of foreign exhibitors (after the Dutch) was made up by the 15 companies in the British Overseas Trade Board's joint venture supported by the Clothing Export Council and independent British exhibitors with a further six firms showing their products on the stands of associate companies or their representatives.

The majority of these firms were exhibiting collections of leather outerwear and jeans but knitwear, suits and jackets, and duffle coat manufacturers, all export orientated firms, and with established contacts on the German market, were well visited, with good orders being placed, more important, they had good contact discussions about the collections with buyers which will undoubtedly lead to even better after-fair business. Generally, jeans business was not as lively as in the last two seasons.

Although foreign visitors from 49 countries were registered, main interest for British merchandise was from European buyers. Prices were one of the main topics of stand discussions, in which British exhibitors were generally able to hold their own against their international competitors.

That pressure of prices is intense on the German market was indicated by the claim by German clothing manufacturers that their prices for outerwear had increased from 2-4 per cent over those ruling in spring 1974, while shirt manufacturers claimed that they had not been able to increase prices. The reason? The retail trade will not accept higher increases – a situation which German manufacturers fear will lead to lower investment and a reduced competitiveness in the future.



British Overseas Trade Board

Programme of trade promotions 1975-77

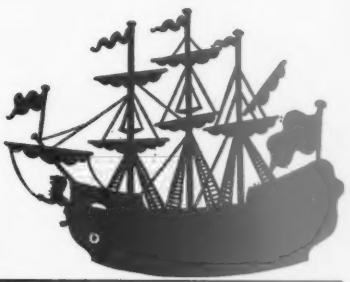
The British Overseas Trade Board supported over 40 British companies in joint ventures at last month's Paris International Agriculture, Poultry and Agricultural Machinery Exhibitions. Business written on the stands of British exhibitors exceeded £1.8 million. The photograph shows part of the British stand in the Agricultural Exhibition which was designed as the marketplace of an English country town.

Section 1
Overseas events where Government assistance to UK participants
4-32 is planned or under consideration

Section 2
33-41 Trade fairs and exhibitions within Europe

Section 3
41-45 Trade fairs and exhibitions outside Europe

Section 4
46-48 Trade fairs and exhibitions in the United Kingdom



If you're exhibiting in the United States of America, Soviet Union, Eastern Europe or South America, use the specialist freight service

Brewster Druce Turner are specialists in two key exhibition services. Their executives have had years of experience in shipping and forwarding exhibits of every kind and category to exhibitions in these countries.

They are also advisory experts on all aspects of national and international exhibitions and trade fairs.

Contact Brewster Druce Turner for a door-to-door, problem-free freighting service–and for all the advice and information you need.

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Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1974, the British Overseas Trade Board supported some 6,100 firms exhibiting at 318 trade fairs in 45 different countries, five British shopping weeks and 45 store promotions. In 1974, 181 outward missions were supported and some 2,100 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £3 per sq. m of space and shell stand occupied. FOR JOINT VENTURES TAKING PLACE AFTER 1 JULY 1975, THE CHARGE WILL BE £4 PER SQ. METRE.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 26)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page **4** Specialised fairs and symposia—page **5**
British Export Marketing Centre exhibitions (Tokyo)—page **26**
British shopping weeks and store promotions—page **25**
Missions—page **28**

General fairs

1975

BRNO:
Sixth International Consumer Goods Fair—12-20 April 1975
Joint ventures with:
(i) Clothing Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

HANOVER:
Hanover Fair—16-24 April 1975
Official Information Office and joint ventures with:
(i) Association of Hydraulic Equipment Manufacturers.
(ii) British Electrical and Allied Manufacturers Association.
(iii) Lighting Industry Federation.
(iv) Birmingham Chamber of Industry and Commerce.
(v) Birmingham Engineering and Building Centre.
(vi) Business Equipment Trades Association.
(vii) Electronic Components Centre (GB) Ltd.
(viii) Sira Institute.
(ix) British Compressed Air Society.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

JOHANNESBURG:
Rand Show—21 April-3 May 1975
Joint venture with Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

CASABLANCA:
International Trade Fair—24 April-11 May 1975
Information stand manned by representatives of the British Consulate General, Casablanca.
(D. C. Stewart, Ext. 689)
(Cut off date: not applicable)

TEL AVIV:
International Trade Fair (Technology '75)—20-27 May 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

BUDAPEST:
International Fair—21-29 May 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

TOKYO:
City of London Seminar—26-28 May 1975
Committee of Invisible Exports.
(R. King, Ext. 7317)

SEOUL:
City of London Seminar—29-30 May 1975
Committee of Invisible Exports.
(R. King, Ext. 7317)

BARCELONA:
International Fair—3-12 June 1975
Joint ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) Association of Hydraulic Equipment Manufacturers.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

POZNAN:
International Technical Goods Fair—8-17 June 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

LISBON:
International Fair—11-22 June 1975
Joint venture with Birmingham Engineering and Building Centre.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

WELLINGTON:
New Zealand World Trade Fair—20 August-6 September 1975
The Department of Trade will organise a British Pavilion at this event.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

ALGIERS:
International Trade Fair—22 August-7 September 1975
The Department of Trade may organise a British Pavilion at this event.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

FRANKFURT:
International Trade Fair (Autumn)—24-27 August 1975
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: 30.4.75)

LEIPZIG:
International Autumn Fair—31 August-7 September 1975
Official Information Stand and joint ventures with:
(i) Society of Motor Manufacturers and Traders.
(ii) British Plastics Federation.
(D. C. Stewart, Ext. 689)
(Cut off date: passed)

PLOVDIV:
International Trade Fair—3-10 September 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

POZNAN:
International Autumn Fair—
7-14 September 1975
The Department of Trade may organise official participation.
(G. A. Casburn, Ext. 602)
(Cut off date: 30.4.75)

TEHRAN:
3rd International Trade Fair—
13-24 September 1975
The Department of Trade will organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

BUCHAREST:
International Technical Exhibition "Technoexpo"—
12-21 October 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

BUDAPEST:
International Consumer Goods Fair—
15-23 October 1975
The Department of Trade may organise a British Pavilion at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

HONG KONG:
British Engineering and Technology Exhibition—
8-16 November 1975
All British Exhibition organised by the Department of Trade.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

1976

FRANKFURT:
International Trade Fair (Spring)—
22-26 February 1976
Joint ventures with the appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Spring Fair—March 1976
Official Information Stand.
(D. C. Stewart, Ext. 689)

BUDAPEST:
International Spring Fair—Spring 1976
The Department of Trade may organise official participation at this event.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—
3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—28 April-6 May 1976
Official Information Office and joint ventures with the appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

TOKYO:
International Good Living Show—April 1976
Joint venture with the appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—May/June 1976
Joint venture with the appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.75)

POZNAN:
International Technical Goods Fair—June 1976
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TEL AVIV:
International Trade Fair (Consumer Goods)—
June 1976
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 21.10.75)

FRANKFURT:
International Trade Fair (Autumn)—
29 August-1 September 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair (Spring)—
February 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

TEL AVIV;
International Trade Fair (Capital Goods) 'Technology 77'—May 1977
The Department of Trade may organise a British Pavilion at this event.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 22.11.76)

LISBON:
International Fair (FIL)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

FRANKFURT:
International Trade Fair (Autumn)—
August 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1975

REGGIO EMILIA:
Pig Fair—1-4 May 1975
Joint venture with National Pig Breeders Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

MARSEILLES:
World Fishing Exhibition—21-28 May 1975
Joint venture with the Westminster Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (LIGNA)—
28 May-3 June 1975
Joint venture with Machine Tool Trades Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date, passed)

HANOVER:
International Exhibition of Poultry and Pig Production—26-29 June 1975
Joint venture with British Agricultural Export Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

LENINGRAD:
Exhibition of Modern Machinery and Equipment for Catching and Processing Fish and Sea Products (Inrybrom)—6-20 August 1975
The Department of Trade may organise a British Pavilion at this event.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

BUDAPEST:
International Agricultural Exhibition—
29 August-14 September 1975
Possible joint venture with British Agricultural Export Council.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

OTTAWA:
Forest Industries Equipment Exhibition—
17-19 September 1975
Joint venture with Birmingham Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

1976

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 13.8.75)

HARRISBURG:
Pennsylvania Farm Show—January 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.8.75)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—March 1976
Joint venture with the appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: Not yet arranged)

PARIS:
International Poultry Exhibition—March 1976
Joint venture with the appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Agricultural Exhibition—
March 1976
Joint venture with the appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.75)

REGGIO EMILIA:
Pig Fair—April/May 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.75)

FOGGIA:
Agricultural Fair—April/May 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint ventures with appropriate trade associations
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

OTTAWA:
Forest Industries Equipment Exhibition—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

PORTO ALEGRE:
International Agricultural Show—August 1976
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

BOSTON:
Commercial Fishing Exposition—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

1977

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.8.76)

HARRISBURG:
Pennsylvania Farm Show—January 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 13.8.76)

VERONA:
International Agricultural Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.9.76)

REGGIO EMILIA:
Pig Fair—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date 1.10.76)

FOGGIA:
Agricultural Fair—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.76)

HALIFAX-NOVA SCOTIA:
8th World Fishing Exhibition—31 August-7 September 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: September 1976)

Aircraft and aeronautical equipment

1975

PARIS:
International Aeronautics and Space Exhibition—29 May-8 June 1975
Joint venture with Society of British Aerospace Companies including stands for:
(i) Ministry of Defence.
(ii) Department of Industry.
(iii) British Airways.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

BRUSSELS:
Third International Airport Construction and Equipment Exhibition—15-18 September 1975
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

TOKYO:
British Export Marketing Centre Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by Society of British Aerospace Companies.
(Contact: J. Hill, Tel. 01-839 3231)
(Miss R. Allen, Ext. 360)
(Cut off date: 27.6.75)

HANOVER:
International Air Show—1-9 May 1976
Joint venture with the appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Books and periodicals

1975

JERUSALEM:
International Book Fair—28 April-5 May 1975
Joint venture with Book Development Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

WARSAW:
International Book Fair—18-23 May 1975
Joint venture with the Book Development Council.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

CHICAGO:
Special Libraries Association Conference—8-12 June 1975
Joint venture with Association of Learned and Professional Society of Publishers.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Book Fair—9-14 October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BELGRADE:
International Book Fair—October-November 1975
Possible joint venture with the Book Development Council.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: 2.8.75)

1976

CAIRO:
International Book Fair—January/February 1976
Possible joint venture with the Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—March 1976
Trade Information Stand.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.11.75)

BOLOGNA:
International Book Fair for Children and Youth—April 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with the appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1977

BRUSSELS:
International Book Fair—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.11.76)

BOLOGNA:
International Book Fair for Children and Youth—April 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.76)

JERUSALEM:
International Book Fair—April/May 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.9.76)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1975

STUTTGART:
International Shutter and Blinds Fair (R 75)—5-8 June 1975
Joint venture with Birmingham Engineering and Building Centre Ltd.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

TEHRAN:
International Building and Construction Fair (Construction '75)—20-25 June 1975
Joint venture with Building Materials Export Group.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

LAS VEGAS:
Prestressed Concrete Institute Convention and Exhibition—21-25 September 1975
Joint venture with the Concrete Society.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

CAIRO:
International Building and Equipment Exhibition—20-30 October 1975
Joint venture with Building Materials Export Group.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

VANCOUVER:
Western Construction Materials and Equipment Show—18-20 November 1975
Joint venture with Birmingham Engineering and Building Centre.
(J. Henderson, Ext. 265)
(Cut off date: 21.4.75)

PARIS:
International Building Exhibition (Batimat)—20-30 November 1975
Joint ventures with:
(i) Building Materials Export Group.
(ii) British Carpets Export Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

DALLAS:
National Association of Home Builders Exposition—18-22 January 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.75)

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—22-29 January 1976
Joint venture with Building Materials Export Group.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

HOUSTON:
Concrete and Aggregates Show—1-5 February 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.7.75)

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 2.6.75)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—February 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.6.75)

ZAGREB:
International Building Exhibition—April 1976
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

PHILADELPHIA:
Construction Specifications Institute Convention and Exhibition—21-23 June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

JOHANNESBURG:
International South African Building and Construction Exhibition—3-10 August 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

LAS VEGAS:
International Public Works Congress and Equipment Show—25-30 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

MIAMI:
Prestressed Concrete Institute Convention and Exhibition—October 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TORONTO:
Construction Show—December 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.4.76)

1977

DALLAS:
National Association of Home Builders Exposition—23-27 January 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.7.76)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—February 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.6.76)

MUNICH:
International Construction Machinery Fair (Bauma)—10-16 March 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

UTRECHT
International Building Exhibition—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

Chemicals and allied industries, including plastics

1975

BUDAPEST:
International Plastics Exhibition (Hungaroplast '75)—22-27 April 1975
Joint venture with London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7245)
(Cut off date: 5.11.74)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TORONTO:
Plastics Show of Canada—9-13 June 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

PARIS:
International Exhibition and Congress of the Federation of European Biochemical Societies (FEBS)—20-25 July 1975
Joint venture with British Laboratory Ware Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

DUSSELDORF:
7th International Fair for the Plastics Industry (Kunststoffe)—7-14 October 1975
Joint venture with the British Plastics Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

NEW YORK:
Exposition of Chemical Industries—1-4 December 1975
Joint venture with Birmingham Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1976

NEW YORK:
American Chemical Society Division of Rubber Chemistry Conference and Exhibition—5-9 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date, November 1975)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—6-9 April 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.9.75)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

CALGARY:
National Petroleum Show—8-11 June 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—13-15 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.76)

UTRECHT:
International Plastics Exhibition (Macroplastic)—November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

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CHICAGO:
National Plastics Exposition—
6-10 December 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: May 1976)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—
March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Exposition of Chemical Industries—
November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

Clothing

1975

BRNO:
Sixth International Consumer Goods Fair—
12-20 April 1975
Joint ventures with:
(i) Clothing Export Council.
(ii) London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

COLOGNE:
International Men's Fashion Week—
22-24 August 1975
Joint ventures with:
(i) British Menswear Guild.
(ii) Clothing Export Council.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.4.75)

NEW YORK:
European Fashion Fair—28 September-
1 October 1975
Joint venture with British Knitting Export Council.
(L. Devine, Ext. 318)
(Cut off date: 30.5.75)

COPENHAGEN:
International Fashion Fair—14-17 September 1975
Joint venture with Clothing Export Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—
10-12 October 1975
Joint venture with the City of Westminster Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: 15.5.75)

NEW YORK:
National Outerwear and Sportswear Association Suppliers Exhibition (NOSA)—
26-29 October 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: passed)

1976

PARIS:
European Menswear Exhibition (Spring Session)—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Knitting Industries Exhibition—February 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—
3-11 April 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

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COLOGNE:
International Fair for the Child—October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1977

COLOGNE:
International Fair for the Child—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Engineering, electrical and electronic, including radio and television

1975

STOCKHOLM:
International Instruments and Measurements Techniques Trade Fair (IM '75)—21-25 April 1975
Joint venture with Sira Institute.
(Miss J. M. Neesen, Ext. 7207)
(Cut off date: passed)

CANNES:
International Television Programme Market (MIP-TV)—21-26 April 1975
Joint venture with Film Production Association of Great Britain.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

MONTREAL:
Instrument Automation Conference and Exhibition (ISA)—23-25 April 1975
Joint venture with Scientific Research Association Institute.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Communications Equipment and Systems—22 May-5 June 1975
Joint venture with Electronic Engineering Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

MONTREUX:
International Television Equipment Exhibition—23-29 May 1975
Joint venture with Electronic Engineering Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

CHICAGO:
9th Annual Summer Consumer Electronics Show—1-4 June 1975
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—17-19 June 1975
Joint venture with Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

SYDNEY:
International Electronics Convention—25-29 August 1975
Joint ventures with Electronic Engineering Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BUCHAREST:
International Congress of Cybernetics and Systems and Exhibition of Computers and Computer Peripherals—25-30 August 1975
Joint venture with Business Equipment Trade Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

HAMBURG:
Microwave Conference and Exhibition—1-4 September 1975
Joint venture with Electronic Engineering Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

COPENHAGEN:
Radio and TV Exhibition—5-14 September 1975
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—9-13 September 1975
Joint venture with the British Electrical and Allied Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

SAN FRANCISCO:
Western Electrical Show and Convention (Wescon)—16-19 September 1975
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

JOHANNESBURG:
Instrumentation and Control Exhibition (ICSSA)—22-26 September 1975
Joint venture with British Electrical and Allied Manufacturers Association Ltd.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

TORONTO:
International Electronics Exposition—29 September-1 October 1975
Joint venture with Electronic Engineers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

OSAKA:
Japan Electronics Show—1-7 October 1975
Joint venture with Electronic Engineering Association.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

MILWAUKEE:
Instrument Automation Conference and Exhibition (ISA Show)—6-9 October 1975
Joint venture with Scientific Instrument Research Institute.
(J. W. Coupar, Ext. 7097)
(Cut off date: 30.4.75)

GOTHENBURG:
Electrical Engineering Fair (Elfack '75)—6-10 October 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

COPENHAGEN:
Elektronik '75—10-16 October 1975
Joint venture with the Sira Institute.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

VIENNA:
International Industrial Electronic Exhibition—22-25 October 1975
Joint venture with Electronic Engineering Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 16.5.75)

ZURICH:
Semi-Conductor Equipment and Material Convention (Semicon-Europa)—3-5 November 1975
Joint venture with Electronic Engineering Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—11-13 November 1975
Joint venture with City of Westminster Chamber of Commerce.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 14.5.75)

SAO PAULO:
First International Mechanical and Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.5.75

BUDAPEST:
Mikronika—November 1975
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

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1976

PARIS:
International Lighting Exhibition—January 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

TOKYO:
Internepcon—January 1976
Joint venture with appropriate trade association.
(R. King, Ext. 7317)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.75)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—22-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

NEW ORLEANS:
National Association of Broadcasters' Convention and Exhibition—28-31 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

CANNES:
International Television Programme Market (MIP-TV)—April 1976
Joint venture with the appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components—April 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

WASHINGTON:
Annual Conference of the International Communications Association—2-6 May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

CHICAGO:
International Coil Winding Show—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

USA:
National Computer Conference—May 1976
Joint venture with Business Equipment Trade Association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon VI)—May 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

MELBOURNE:
International Control Electronics Telecommunications Instruments and Automation Exhibition (CETIA)—7-11 June 1976
Joint venture with appropriate trade association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

PARIS:
7th International Exhibition of Electrical Equipment—10-17 June 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
Summer Consumer Electronics Show—June 1976
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

ATLANTIC CITY:
IEEE Conference and Exposition on Underground Distribution—27 September-10 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—September 1976
Joint venture with appropriate trade association
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

BUDAPEST:
International Electronics Exhibition (MIPEL '76)—October 1976
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

CHICAGO:
National Electrical Packaging Conference and Exhibition (Nepcon Central)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—October/November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.2.76)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition—November 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

1977

PARIS:
International Lighting Exhibition—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.76)

USA:
National Association of Broadcasters Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Institute of Electrical and Electronic Engineers (Intercon)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

MONTREUX:
International Television Equipment Exhibition—May 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 5.8.76)

USA:
National Computer Conference—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

CHICAGO:
International Coil Winding Show—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

TORONTO:
International Electronics Exposition—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—September 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.9.76)

Engineering, other

1975

NEW YORK:
Design Engineering Show and Conference—21-24 April 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

HOUSTON: Texas
7th Annual Offshore Technology Conference and Exposition—5-8 May 1975
Joint venture with the Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

TORONTO:
National Industrial Production Show—12-16 May 1975
Joint ventures with:
(i) The Birmingham Chamber of Commerce and Industry.
(ii) The Gauge and Tool Makers Association.
(J. Henderson, Ext. 265)
(Cut off date: passed)

PARIS:
International Furnace and Industrial Heat Equipment Exhibition (Eurofour)—12-17 May 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industries (Ligna)—28 May-3 June 1975
Joint venture with Machine Tool Trades Association.
(Miss M. J. Archer, Ext. 7201)
(Cut off date: passed)

TOKYO:
International Mechanical Handling Exhibition—3-8 June 1975
Joint venture with London Chamber of Commerce.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

PARIS:
1st Euro-World Machine Tool Exhibition (EMO)—17-26 June 1975
Joint venture with the Machine Tool Trades Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

MELBOURNE:
International Engineering Exhibition—28 July-2 August 1975
The Department of Trade will organise a British Pavilion at this event.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

DONETSK:
Exhibition of Mining Industry Equipment—28 August-7 September 1975
Joint venture with Association of British Mining Equipment Exporters.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

HELSINKI:
International Technical Fair—9-13 September 1975
Joint venture with Birmingham Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

BRNO:
International Engineering Fair—10-18 September 1975
Joint ventures with:
(i) Birmingham Chamber of Commerce.
(ii) Scientific Instrument Manufacturers Association.
(iii) Federation of Manufacturers of Construction Equipment and Cranes.
(iv) Machine Tools Trade Association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

TOKYO:
International Fluid Power Exhibition—16-21 September 1975
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

STOCKHOLM:
International Technical Fair—16-22 October 1975
Joint venture with Engineering Industries Association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

CHICAGO:
Hydraulics and Pneumatics Show—21-23 October 1975
Joint venture with Association of Hydraulic Equipment Manufacturers.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.4.75)

CHICAGO:
Power Transmission Design Show—21-23 October 1975
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.4.75)

JOHANNESBURG:
Machine Tools and Production Engineers Exhibition—21-25 October 1975
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Engineering Industries Association.
(Mrs. W. M. MacIver. Ext. 325)
(Cut off date: passed)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic)—27 October-1 November 1975
Joint venture with Gauge and Tool Makers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

CINCINNATI:
Materials Testing and Quality Control Show and Conference (Matcon)—11-13 November 1975
Joint venture with the City of Westminster Chamber of Commerce.
(J. Henderson, Ext. 265)
(Cut off date: 2.6.75)

TOKYO:
British Export Marketing Centre, Engineer's Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers.
(W. R. Eccles, Tel. 0742-663084)
(R. King, Ext. 7317)
(Cut off date: passed)

SAO PAULO:
1st International Mechanical and Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.5.75)

PARIS:
Mechanical Handling Exhibition (Manutention)—2-10 December 1975
Joint venture with Mechanical Handling Engineers Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

BASLE:
International Engineering Components Exhibition—27-31 January 1976
Joint venture with the Birmingham Engineering and Building Centre Ltd.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

NEW ORLEANS:
Gas Turbine Conference and Products Show—21-25 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.5.75)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

CHICAGO:
Foundry and Casting Congress and Exhibition—26-30 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.75)

USA:
American Welding Society Annual Meeting and Welding Exposition—April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

CLEVELAND:
SME International Tool and Manufacturing Exposition and Engineering Conference—26-29 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: Not yet arranged)

CHICAGO:
Design Engineering Show and Conference—10-13 May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BRUSSELS:
International Industrial Equipment Exhibition—22-26 May 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext, 7092)
(Cut off date: 1.9.75)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 15.11.75)

HOUSTON:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with Birmingham Engineering and Building Centre.
(J. Henderson, Ext. 265)
(Cut off date: 19.12.75)

BASLE:
2nd World Railways Engineering Exhibition—1-5 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.8.75)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with Wire Machinery Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 30.6.75)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus—June 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

CHICAGO:
International Machine Tool Show (NMTBA)—8-17 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint ventures with appropriate trade associations.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

TORONTO:
Expo Conference for the Weld Fabricating Industries—21-23 September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.3.76)

STAVANGER:
'Offshore North Sea' Oil and Gas Exploitation Exhibition—21-24 September 1976
Joint venture with Association of British Oceanic Industries, (Supported by the Council of British Manufacturers of Petroleum Equipment (CBMPE).
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: 31.3.75)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

HELSINKI:
International Trade Fair—September 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—21-27 October 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

UTRECHT:
International Mechanical Handling Exhibition (Invia)—October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

USA:
Materials Testing and Quality Control Show and Conference (Matcon)—October 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

OSAKA:
Japan International Machine Tool Fair (Jimtof)—October/November 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—October/November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.12.75)

USA:
Power transmission Design Show—November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

USA:
Hydraulics and Pneumatics Show—November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.76)

USA:
Gas Turbine Conference and Products Show—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Transport and Mechanical Handling Trade Fair—April 1977
Joint venture with the appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—April 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.76)

USA:
Design Engineering Show and Conference—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 15.10.76)

USA:
American Welding Society Annual Meeting and Welding Exposition—April 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 31.10.76)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (Ilmac)—27 September-1 October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 15.11.76)

HANOVER:
International Machine Tool Exhibition (IHA)—September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtecnic)—October-November 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.2.77)

Foodstuffs, food machinery, hotel and catering equipment

1975

DALLAS:
Annual Convention of the American Supermarket Institute—4-7 May 1975
Joint venture with British Food Export council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—17-21 May 1975
Joint venture with London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—28 May-8 June 1975
Joint venture with British Food Export Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

JOHANNESBURG:
International South African Packaging and Food Processing Exhibition—28 July-1 August 1975
Joint venture with Institute of Packaging.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

CHICAGO:
National Fancy Food and Confection Show—17-20 August 1975
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

COLOGNE:
International Fine Foods and Provisions Exhibition (Anuga)—13-18 September 1975
Joint ventures with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

MALMO:
7th International Hotel and Restaurant Show (Resta VII)—7-10 October 1975
Joint venture with London Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

PARIS:
International Hotel and Catering Equipment Exhibition (Equiphotel)—12-20 October 1975
Joint venture with London Chamber of Commerce.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE)
(T. G. Webb, ext. 7045)
(Cut off date: passed)

NEW YORK:
National Hotel/Motel Exposition—10-13 November 1975
Joint venture with London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.75)

BASLE:
International Hotel and Catering Exhibition (Igeho)—13-19 November 1975
Joint ventures with:
(i) London Chamber of Commerce.
(ii) British Furniture Manufacturers Export Club.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—5-8 January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.5.75)

BRNO:
International Food Salon (Salima)—24-29 February 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM 76)—February 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.8.75)

DALLAS:
Annual Convention of the Supermarket Institute—May 1975
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs exhibition (SIA)—June 1976
Joint venture with the appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

NEW YORK:
National Fancy Food and Confection Show—July 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Food Industry Trade fair (Ikofa)—September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
National Hotel/Motel Exposition—8-11 November 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.5.76)

PARIS:
International Malt and Beer Industries Equipment Exhibition—November 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
International Food Exhibition (SIAL)—November 1976
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

1977

AMSTERDAM:
International Hotel/Cafe and Restaurant Exhibition (Horecava)—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

DUSSELDORF:
International Bakery Trade Fair (IBA)—May 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

FRANKFURT:
International Meat Trade Fair (IFFA)—May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.76)

MALMÖ:
8th International Hotel and Restaurant Show (Resta VIII)—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (Igeho)—November 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.12.76)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 17.5.77)

Footwear

1975

MONTREAL:
Footwear International Exhibition—17-19 August 1975
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: passed)

PARIS:
International Leather Week—6-9 September 1975
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers Federation.
(iii) Skin Hide and Leather Trades Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

MILAN:
International Footwear and Leather Show (Micam—6-9 September 1975
Joint venture with British Footwear Manufacturers Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—20-22 September 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

1976

DUSSELDORF:
European Footwear samples Display (GDS)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.75)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 16.5.75)

Technical Help to Exporters

A major key to successful exporting is a complete understanding and a confident working knowledge of the multitude of regulations, standards, codes of practice, approval and certification procedures and enforcing organisations throughout the world.

THE (Technical Help to Exporters) is a BOTB-supported division of the British Standards Institution which specialises in providing this information to UK manufacturers. The services include:

> Supplying detailed information on overseas regulations and approval systems; identification, provision and assistance in the interpretation of overseas standards and other technical requirements; undertaking project work on behalf of members, tailormade to the individual requirements of the sponsors; assistance in obtaining test certificates or approval for products in overseas markets; arranging, wherever possible, for UK testing and inspection of products for export.

For further details of the Technical Help to Exporters organisation, write to: British Standards Institution, Technical Help to Exporters, Promotion Services Department, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ; or telephone G. Graham at Hemel Hempstead (STD code 0442) 61712.

MONTREAL:
Footwear International Exposition—September 1976
Joint venture with the British Footwear Manufacturers Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

1977

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.76)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Furniture, furnishings, household equipment and hardware

1975

COPENHAGEN:
Scandinavian Furniture Fair—7-11 May 1975
Joint venture with British Furniture Manufacturers Export Club.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

MILAN:
Carpet and Furnishing Textile Fair—22-26 May 1975
Joint ventures with:
(i) British Carpets Export Association.
(ii) Household Textiles association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—4-7 June 1975
Joint ventures with:
(i) Birmingham Chamber of Commerce.
(ii) British Carpets Export Promotion Council.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

SAN FRANCISCO:
Western Merchandise Mart—13-18 July 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

CHICAGO:
National Hardware Show—26-29 August 1975
Joint venture with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

UTRECHT:
International Furniture Exhibition—8-13 September 1975
Joint venture with British Furniture Manufacturers Federated Associations.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

PARIS:
Hardware Trade Show (Quojem)—21-24 September 1975
Joint venture with Hardware Manufacturers Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—4-7 October 1975
Joint venture with the British Furniture Manufacturers Federated Associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

DUBLIN:
Irish Hardware and Housewares Trade Fair—7-9 October 1975
Joint venture with Hardware Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—October 1975
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: 10.3.75)

TORONTO:
National Interior Design Show—4-6 November 1975
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: 25.4.75)

BRUSSELS:
International Furniture Show—10-16 November 1975
Joint venture with British Furniture Manufacturers Export Club.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

COLOGNE:
International Furniture Fair—20-25 January 1976
Joint venture with British Furniture Manufacturers Federated Associations.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

PARIS:
International Carpet and Floor Covering Exhibition—January 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
Canadian Hardware Show—February 1976
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—February 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.8.75)

COLOGNE:
International Hardware Fair—February 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.8.75)

TOKYO:
British Export Marketing Centre, Carpet Exhibition—23-27 March 1976
Sponsored by British Carpets Export Association.
Contact: G. H. Davidson, Tel. 01-930 8711
(R. King, Ext. 7317)
(Cut off date: 20.6.75)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 31.8.75)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—April 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: 10.3.75)

MILAN:
Carpets and Furnishing Textiles Fair—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.11.75)

MONTREAL:
Montreal Furniture Market—June 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Western Merchandise Mart—July 1976
Joint venture with British Furniture Manufacturers Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

NEW YORK:
National Hardware Show—August 1976
Joint ventures with:
(i) Hardware Manufacturers Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
International Hardware Exhibition (QUOJEM)—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

MILAN:
International Furniture Fair—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.1.75)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
International Furniture Show—November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.5.76)

TORONTO:
National Interior Design Show—November 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

COLOGNE:
International Housewares Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textiles Fair—May 1977
joint venture with appropriate trade association.
(R E. Newton, Ext. 571)
(Cut off date: 30.11.76)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—June 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.12.75)

UTRECHT:
International Furniture Exhibition—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (Macef)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.77)

DUBLIN:
Irish Hardware and Housewares Trade Fair—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 14.3.77)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.4.77)

Heating and ventilating

1975

PARIS:
International Furnace and Industrial Heat Equipment Exhibition (Eurofour)—12-17 May 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

DALLAS:
International Air Conditioning, Heating, Refrigeration Exposition—1-5 February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre, Domestic Appliances—3-7 February 1976
Sponsored by Society of British Gas Industries.
Contact: R. Sindon, Tel. Leamington Spa 34357
(R. King, Ext. 7317)
(Cut off date: 1.5.75)

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—16-20 March 1976
Joint ventures with:
(i) Building Materials Export Group.
(ii) Birmingham Engineering and Building Centre.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 30.6.75)

MILAN:
Exhibition and Congress for Heating and Ventilating, Refrigeration and Sanitary Engineering—March 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—10-16 June 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

1977

USA:
International Air Conditioning, Heating, Refrigeration Exposition—February 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

UTRECHT:
International Heating and Ventilating Exhibition—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.76)

FRANKFURT:
9th International Sanitation, Heating and Air Conditioning Exhibition ('ISH')—March 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1975

COLOGNE:
International Garden Trade Fair—27-30 September 1975
Joint venture with Garden and Leisure Equipment (Gardenex).
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

1976

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.3.76)

KARLSRUHE:
Trade Exhibition for Commercial Horticulture (Technik Im Gartenbau)—September 1976
Joint venture with appropriate trade association.
S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

1977

COLOGNE:
International Garden Trade Fair—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1975

WIESBADEN:
Ophthalmic Exhibition and Congress (Optica 75)—3-6 May 1975
Joint venture with British Hospitals Export Council.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

CAIRO:
International Medical Exhibition—7-17 June 1975
Joint venture with British Hospitals Export Group.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

DUSSELDORF:
Interhospital '75—13-15 June 1975
Joint venture with the British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

ZAGREB:
Medicine and Medical Aids Exhibition—16-22 June 1975
Joint venture with the British Surgical Export Group.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

AMSTERDAM:
Commercial Exhibition of Surgery Equipment in conjunction with the IX European Surgical Congress—29 June-3 July 1975
Joint venture with British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COPENHAGEN:
13th World Congress of the International Society of Orthopaedic Surgery and Traumatology and Exhibition (Sicot)—6-11 July 1975
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

TORONTO:
International Congress on Clinical Chemistry—13-18 July 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

JOHANNESBURG:
Medical Exhibition—14-18 July 1975
Joint venture with British Hospitals Export Council.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Medical Equipment Exhibition—9-13 September 1975
Sponsored by British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
(R. King, Ext. 7317)
(Cut off date: passed)

CHICAGO:
American Society of Anaesthesiologists—11-15 October 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—11-16 November 1975
Joint venture with British Hospitals Export Council.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

DUSSELDORF:
7th International Exhibition and Congress on Diagnostics (Medica)—19-23 November 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1976

DALLAS:
American Academy of Opthalmology and Otolaryngology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

MIAMI BEACH:
23rd Congress of the Association of Operating Room Nurses—7-12 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

PARIS:
International Exhibition of Optical Goods and Materials—20-24 May 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
American Hospitals Association Show—August 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.2.76)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1976)

VANCOUVER:
British Columbia Hospital Association—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

HELSINKI:
Physicians Day Exhibition (Medicine 77)—January 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

USA:
24th Congress of the Association of Operating Nurses—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—April 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 11.8.76)

BRUSSELS:
9th International Exhibition of Medical and Hospital Equipment—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.77)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Diagnostica)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Jewellery and giftware

1975

BASLE:
Swiss Industries Fair (3rd European Watch, Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with:
(i) Export Council for the Jewellery and Giftware Industries.
(ii) British Clock and Watch Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Show—26-30 July 1975
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

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NEW YORK:
Gift Show—August 1975
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1976

NEW YORK:
International Jewellery Trade Fair—January 1976
(Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—February/March 1976
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

NEW YORK:
International Jewellery Trade Fair—July 1976
Joint venture with British Export Council for Jewellery and Giftware Industries.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

BASLE:
Swiss Industries Fair (5th European Watch and Jewellery Fair)—April 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.7.76)

Laundry and allied services

1975

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: 9.5.75)

Leather, leather goods and fur

1975

FRANKFURT:
International Fur Fair—23-27 April 1975
Joint venture with British Fur Trade Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NEW YORK:
International Leather Goods Show—6-8 May 1975
Joint venture with British leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: passed)

PARIS:
International Leather Week—6-9 September 1975
Joint ventures with:
(i) British Leather Federation.
(ii) British Footwear Manufacturers Federation.
(iii) Skin, Hide and Leather Traders Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 16.5.75)

NEW YORK:
International Leather Goods Show—May 1976
Joint venture with the British Leathergoods Manufacturers Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Fur Fair—April 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—September 1977
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Motor vehicles, motor cycles and cycles

1975

TOKYO:
British Export Marketing Centre Vehicle Components and Accessories Exhibition—15-19 April 1975
Sponsored by the Society of Motor Manufacturers and Traders.
(B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut off date: passed)

LOS ANGELES:
Imported Automobile Show—May 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

FRANKFURT:
International Motor Show—11-21 September 1975
Joint venture with Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

PARIS:
International Motor Exhibition—2-12 October 1975
Joint venture with Society of Motor Manufacturers and Traders.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

MILAN:
International Cycle and Motor Cycle Exhibition—22-30 November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.75)

1976

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.7.75)

NEW YORK:
International Cycle Show—February 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.6.75)

MALMO:
Motor Show—March 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

TORONTO:
Toronto Automobile Show—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.1.76)

GENEVA:
International Motor Show (Accessory Manufacturers)—March 1976
Joint venture with the appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 3.6.75)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
International Truck and equipment (Fleetweek)—14-18 June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

COLOGNE:
International Bicycle and Motorcycle Exhibition (IFMA)—September 1976
Joint venture with the Cycle and Motor Cycle Association.
(T. G. Webb, Ext. 7045)
(Cut off date: 15.12.75)

FRANKFURT:
International Exhibition of Automobile, Workshop and Garage Equipment (Automechanika)—September 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

1977

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.7.76)

ZURICH:
International Cycle and Motorcycle Exhibition—February/March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 3.6.76)

MALMO:
Motor Show—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 3.6.76)

FRANKFURT:
International Motor Show—September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.77)

Music and musical instruments

1976

CANNES:
International Record and Music Publishing Market (Midem)—January 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

HOUSTON:
Music Industry Trade Show—June 1976
Joint venture with Musical Instrument Industries Association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1977

CANNES:
International Record and Music Publishing Market (MIDEM)—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Office machinery and equipment

1975

BEIRUT:
British Computer Services Seminar—28-30 April 1975
Sponsored by The Software House Association.
(J. A. Swinton, Ext. 7209)
(Cut off date: not applicable)

MOSCOW:
Exhibition of Equipment and Appliances for Mechanisation of Designing Technical and Office Work (Interorgtechnika)—2-16 September 1975
Joint venture with Business Equipment Trade Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: passed)

NEW YORK:
2nd Exposition and Conference (INFO 75)—8-11 September 1975
Joint venture with Business Equipment Trades Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

PARIS:
International Business Machines and Office Equipment (Sicob)—18-26 September 1975
Joint venture with Business Equipment Trades Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

CHICAGO:
National Office Products Association Show—27-30 September 1975
Joint venture with Business Equipment Trades Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—6-11 October 1975
Joint venture with Business Equipment Trade Association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: 15.5.75)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems 75)—27-31 October 1975)
Joint venture with Business Equipment Trade Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1976

STOCKHOLM:
Data Kontor '76—28 September-6 October 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: not yet arranged)

PARIS:
International Business Machines and Office Equipment (Sicob)—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
21st International Fair of Office Equipment and Data Processing (Bureau)—September 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 18.2.76)

CHICAGO:
National Office Products Association Show—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: not yet arranged)

AMSTERDAM:
International Office Machinery and Equipment Exhibition—October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

PARIS:
International Business Machines and Office Equipment (SICOB)—September 1977
Joint venture with appropriate trade association.
(J. C .C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems 77)—October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1975

DUSSELDORF:
International Fair for Packaging Machines, Packaging Materials, Confectionery Machines (Interpack)—9-15 May 1975
Joint venture with the Institute of Packaging.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

BRNO:
International Packaging and Printing Trade Exhibition (Embax)—23-27 June 1975
Joint venture with London Chamber of Commerce.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: passed)

1976

JOHANNESBURG:
International Plastics Printing and Packaging Exhibition—15-19 June 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

USA:
Packaging Converting Machinery Show (PMMI)—September 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Packaging Exhibition—November 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

1977

ROTTERDAM:
International Exhibition for Transport, Import and Export Services (Nedex/Eurofreight)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Photographic equipment

1975

PARIS:
Photographic, Cinema and Optical Exhibition—8-13 November 1975
Joint venture with the British Photographic Export Group.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

TOKYO:
British Export Marketing Centre Photographic Equipment Exhibition—March 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel. 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: 12.5.75)

CHICAGO:
National Microfilm Association Annual Convention Exposition—27-30 April 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.11.75)

1977

USA:
National Microfilm Association Annual Convention Exposition—May 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 15.11.76)

Pottery and glassware

1976

ATLANTIC CITY:
China and Glass Show—January 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1975

MILAN:
International Screen Printing Trade Fair (Fespa)—17-21 May 1975
Joint venture with Display Producers and Screen Printers Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

NEW YORK:
Stationery Show—18-21 May 1975
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TOKYO:
Japan Graphic Arts Exhibition—26-30 September 1975
Joint venture with British Printing Machinery Association.
(R. King, ext. 7317)
(Cut off date: 29.4.75)

1976

NEW YORK:
Stationery Show—May 1976
Joint venture with the British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1975

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser 75)—24-27 June 1975
Joint venture with the Sira Institute.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

TOKYO:
15th All Japan Scientific Instruments Show—6-10 October 1975
Joint venture with Scientific Instrument Manufacturers Association.
(R. King, Ext. 7317)
(Cut off date: passed)

BASLE:
International Nuclear Industries Fair (Nuclex)—7-11 October 1975
Joint venture with the British Nuclear Forum.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

MOSCOW:
Exhibition of Equipment for Geology, Geophysics and Cartography—21-30 November 1975
Joint venture with Scientific Instrument Manufacturers Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 13.6.75)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with Scientific Instrument Manufacturers Association.
(Miss L. S. Haley, Ext. 7213)
(Cut off date: 13.6.75)

BUDAPEST:
Mikronika—November 1975
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Electro-Optical Systems Design Conference—2-4 December 1975
Joint venture with London Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: 15.5.75)

TOKYO:
British Export Marketing Centre Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

1976

USA:
Annual Meeting of the American Society for Microbiology—1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.75)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—1-5 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.75)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—27-30 April 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—10-17 June 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers Association.
(iii) British Laboratory Ware Association and possible assistance for stands of Government bodies.
(Miss H. J. Archer, ext. 7201)
(Cut off date: passed)

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—5-8 October 1976
Joint venture with Sira Institute.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.12.75)

GENEVA:
British Exhibition of Measurement, Control and Automation Equipment at CERN—11-15 October 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 15.4.76)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

1977

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser 77)—June 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

PARIS:
Laboratory Exhibition—December 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Ships and boats

1975

OSLO:
International Shipping Exhibition (NOR Shipping 75)—5-10 May 1975
Joint venture with:
(i) Shipbuilders and Repairers National Association.
(ii) British Marine Equipment Council.
(Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Marine Equipment Exhibition—6-10 May 1975
Sponsored by the British Marine Equipment Council.
(D. Maxwell, Tel. 01-247 7566)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

MELBOURNE:
Herald National Boat Show—4-12 July 1975
Joint venture with Ship and Boat Builders National Federation.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

CHICAGO:
Marine Trades Exhibition and Conference—18-21 September 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

ANNAPOLIS:
United States Sailboat Show—15-19 October 1975
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

HAMBURG:
International Boat Show—16-26 October 1975
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

GENOA:
International Boat Show—17-27 October 1975
Joint venture with Ship and Boatbuilders National Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—11-15 November 1975
Joint venture with British Marine Equipment Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: 25.4.75)

1976

PARIS:
International Pleasure Boat Exhibition—January 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
International Boat Show—January 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (Hiswa)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (Hiswa)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 5.10.75)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

CHICAGO:
Marine Trades Exhibition and Conference—September 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

HAMBURG:
International Boat Show—16-24 October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1976
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.76)

1977

DUSSELDORF:
International Boat Show—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203).
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (Hiswa)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (Hiswa)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, ext. 7203)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.77)

HAMBURG:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. J Archer, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1975

TOKYO:
British Export Marketing Centre Sporting, Camping, and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trade Association of Great Britain.
(R. Saunders, Tel. 89-33372)
(R. King, Ext. 7317)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—28-30 September 1975
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association.
(iii) Leisure and Outdoor Furniture Association.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—5-8 November 1975
Joint venture with the Building Centre Ltd.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

AMSTERDAM:
Caravan Exhibition—11-17 December 1975
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

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1976

CHICAGO:
National Sporting Goods Association Show—5-8 February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 28.2.76)

1977

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (Spoga)—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Textiles and textile machinery

1975

ATLANTIC CITY:
Knitting Arts Exhibition—27 April-2 May 1975
Joint venture with the British Textile Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—12-15 May 1975
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

AMSTERDAM:
Textile Design Exhibition (Design-in)—18-19 September 1975
Joint venture with British Textile Confederation.
(P. F. Aitken, Ext. 7203)
(Cut off date: 1.5.75)

PHILADELPHIA:
Bobbin Show—24-26 September 1975
Joint venture with the Clothing Institute.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

MILAN:
International Textile Machinery Exhibition—6-15 October 1975
Joint venture with the British Textile Machinery Association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: 9.5.75)

FRANKFURT:
International Textile for Clothing Exhibition (Interstoff)—18-21 November 1975
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—14-18 January 1976
Joint ventures with appropriate trade associations.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

OSAKA:
Fourth International Exhibition of Textile Machinery (Jitema 76)—March 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—11-14 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

USA:
Bobbin Show—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1977
Joint ventures with appropriate trade associations.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (Fenit)—10-18 September 1977
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1976

NUREMBERG:
International Toy Fair—7-13 February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
International Toy Fair—February 1976
Joint venture with the British Toy Manufacturers Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

1977

NUREMBERG:
International Toy Fair—February 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

Watches and clocks

1975

BASLE:
Swiss Industries Fair (3rd European Watch, Clock and Jewellery Fair)—12-21 April 1975
Joint ventures with:
(i) Export Council for the Jewellery and Giftware Industries.
(ii) British Clock and Watch Manufacturers Association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—March/April 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 16.5.75)

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—April 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.7.76)

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—29 April-2 May 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

MUNICH:
International Sewage and Refuse Engineering Exhibition (IFAT)—6-12 June 1975
Joint venture with British Water and Effluent Treatment Plant Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

DUSSELDORF:
IGB '75' International Trade Fair for Industrial Cleaning and Works Hygiene—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CLEVELAND:
Pollution Engineering Exposition and Congress—20-23 October 1975
Joint venture with London Chamber of Commerce.
(D. J. Webley, Ext. 7094)
(Cut off date: 25.4.75)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—20-25 October 1975
Joint venture with London Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—20-24 November 1975
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

1976

TOKYO:
Anti-Pollution Exhibition—March 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

USA:
Air Pollution Association Annual Meeting and Exhibition—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 2.1.76)

USA:
12th Annual Convention of the Solid Waste Management Association—June 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1976)

CHICAGO:
Pollution Engineering Exposition and Congress—September 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.75)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.76)

MILAN:
Antipollution Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.4.76)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

PARIS:
International Industrial Cleaning and Waste Disposal Exhibition—December 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

1977

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 30.11.76)

USA:
13th Annual Convention of the Solid Waste Management Association—June 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: January 1977)

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro-Aqua)—June 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.10.76)

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—October 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.77)

Other specialised fairs

1975

WIESBADEN:
Ophthalmic Exhibition and Congress (Optica 75)—3-6 May 1975
Joint venture with British Hospitals Export Council.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

WASHINGTON D.C.:
American Ceramic Society—4-8 May 1975
Joint venture with British Ceramic Plant and Machinery Manufacturers Association.
(D. J. Webley, Ext 7094)
(Cut off date: passed)

HOUSTON, TEXAS:
7th Annual Offshore Technology Conference and Exposition—5-8 May 1975
Joint venture with the Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

NEW YORK:
National Premium Show—5-8 May 1975
Joint venture with British Premium Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TEHRAN:
International Energy and Petrochemical Engineering Fair—5-11 May 1975
Joint venture with Birmingham Chamber of Commerce.
(G. A. Casburn, Ext. 602)
(Cut off date: passed)

PARIS:
International Pet Trade Fair—10-12 May 1975
Joint venture with Pet Trades Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
5th International Surface Treatment and Industrial Finishing Exhibition—12-17 May 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

PIACENZA:
Button Exhibition—30 May-2 June 1975
Joint venture with British Button Manufacturers Association.
(R. E Newton, Ext. 571)
(Cut off date: passed)

CINCINNATI:
National Materials Handling Show—3-5 June 1975
Joint venture with the London Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: passed)

STUTTGART:
International Shutter and Blinds Fair (R 75)—5-8 June 1975
Joint venture with Birmingham Engineering and Building Centre Ltd.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PARIS:
International Stamp Exhibition (Arphila)—6-16 June 1975
Joint venture with Philatelic Traders Society.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

FORT COLLINS:
Annual Exhibition of Educational Resources—15-18 June 1975
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

MELBOURNE:
Australian International Education Exhibition—17-21 June 1975
Joint venture with Industrial Council for Educational and Training Technology.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

BASLE:
International Art Fair—18-23 June 1975
Joint venture with Fine Arts and Antiques Export Committee.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

SALONIKA:
World Veterinary Congress—6-12 July 1975
Joint venture with the Association of the British Pharmaceutical Industry.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

OTTAWA:
Aids to Navigation Equipment Exhibition—5-8 August 1975
Joint venture with Trinity House Lighthouse Service.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

DUSSELDORF:
IGB '75 International Trade Fair for Industrial Cleaning and Works Hygiene—18-21 September 1975
Joint venture with the British Institute of Cleaning Science.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

PARIS:
International Marine, Transport and Storage Exhibition and Conference (Gastech)—30 September-3 October 1975
Joint venture with British Marine Equipment Council.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

BASLE:
International Surface Treatment Exhibition—30 September-4 October 1975
Joint venture with Birmingham Engineering and Building Centre.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

TORONTO:
Canadian Mining and Aggregate Equipment Exhibition—8-10 October 1975
Joint venture with London Chamber of Commerce.
(J. Henderson, Ext. 265)
(Cut off date: passed)

MEXICO CITY:
International Exhibition on Teaching Materials (Didacta '75)—10-19 October 1975
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

WASHINGTON D.C.:
Annual Convention and Exhibition of the Wire Association of America—12-16 October 1975
Joint venture with Wire Machinery Association.
(D. J. Webley, Ext. 7094)
(Cut off date: passed)

NANTES:
International Market for European Sub-Contracting—20-24 October 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—12-15 November 1975
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

BUDAPEST:
Mikronika—November 1975
Joint venture with appropriate trade association.
(Mrs. A. Ray, Ext. 7246)
(Cut off date: not yet arranged)

SYDNEY:
International Exhibition of Metallic Corrosion (held in conjunction with 6th International Congress of Metallic Corrosion)—3-6 December 1975
Joint venture with London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

1976

NEW ORLEANS:
National Audio-Visual Association Convention and Exhibition—10-13 January 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.6.75)

ZURICH:
Exhibition for Mechanised and Automated Production (Industrial Handling 76)—19-24 January 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: passed)

BASLE:
International Exhibition for the Nonwoven Fabrics, Disposables and Short Life Products Industry (Interslix '76)—27-31 January 1976
Joint venture with London Chamber of Commerce.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 28.4.75)

TORONTO:
Canadian Education Showplace—2-4 March 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 30.6.75)

BASLE:
European Educational Materials Exhibition (Didacta)—23-27 March 1976
Joint ventures with:
(ii) British Educational Equipment Association.
(ii) Book Development Council.
(iii) Engineering Teaching Equipment Association.
(iv) Industrial Council for educational and Training Technology.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 9.5.75)

ANAHEIM:
Educational Communcations and Technology National Convention and Exhibition—25 March-3 April 1976
Joint venture with appropriate trade association.
(J. W. Coupar, ext. 7097)
(Cut off date: 1.9.75)

HAMBURG:
5th European Congress and Exhibition of Ophthalmology—5-9 April 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Non Woven Fabrics and Disposable Softgoods Industries (Index '76)—6-9 April 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.9.75)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
International Exhibition of Optical Goods and Materials—20-24 May 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
9th World Mining Congress—22-30 May 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PHILADELPHIA:
Interphil 1976—29 May-6 June 1976
Possible joint venture with the Philatelic Traders Society.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DETROIT:
American Mining Congress and Coal Show—May 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.9.75)

USA:
American Ceramic Society—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, ext. 7094)
(Cut off date: not yet arranged)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.12.75)

CHICAGO:
International Security Conference and Exhibition—May 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.11.75)

HOUSTON, TEXAS:
8th Annual Offshore Technology Conference and Exposition—May 1976
Joint venture with appropriate trade association.
(M. F. Moor, Ext. 7215)
(Cut off date: August 1975)

NEW YORK:
National Premium Show—May 1976
Joint venture with British Premium Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.76)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Possible joint venture with appropriate trade association.
(Mrs. A. Ray, ext. 7246)
(Cut off date: not yet arranged)

USA:
Annual Exhibition of Educational Resources—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 2.1.76)

USA:
National Materials Handling Show—June 1976
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—18-22 September 1976
Joint venture with:
(i) Machine Tool Trades Association.
(ii) Birmingham Chamber of Commerce and Industry.
(J. Henderson, Ext. 265)
(Cut off date: not yet arranged)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

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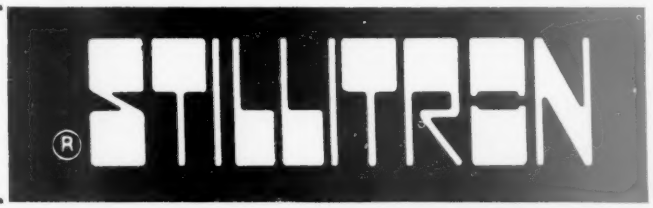

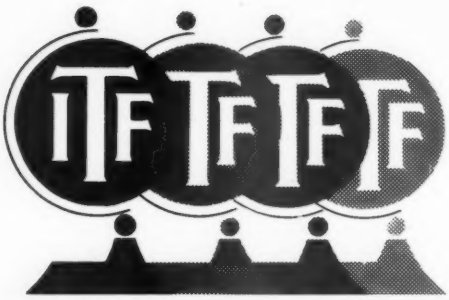

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The National Exhibition Centre is the perfect selling environment. An uncommon market.

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Industrial and Trade Fairs Holdings Limited

Head Office: Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG.
Tel: 021-705 6707. Telex: 337073. Cables: Indatfa Sol.
London Office: 9 Argyll Street, London W1V 2HA.
Tel: 01-437 1622. Telex: 262567. Cables: Indatfa. London.

UBI MEMBER

Member aeo Association of Exhibition Organisers

ITF exhibitions coming to the National Exhibition Centre, Birmingham.

1976

HEVAC '76 – International Heating, Ventilating and Air Conditioning Exhibition 5-9 April.

IPHEX '76 – International Pneumatics and Hydraulics Exhibition 3-7 May.

IEA-ELECTREX '76 – The International Electrical Electronic & Instrument Exhibition 3-7 May.

International Laundry, Cleaning Equipment and Services Exhibition 17-24 June.

Offshore International Exhibition and Conference 7-10 December.

1977

PAKEX '77 – International Packaging Exhibition 14-18 March.

International Mechanical Handling Exhibition 16-21 May.

INTERPLAS '77 – The International Plastics and Rubber Exhibition in Europe for 1977 15-24 September.

ITF exhibitions organised throughout Britain and the world.

1975

International Welding and Metal Fabrication Exhibition 21-26 April. Olympia. London.

London Electronic Component Show 13-16 May. Olympia. London.

National Printing Machinery Exhibition 2-6 June. Olympia. London.

The Northern Floor Coverings Fair 2-5 September. The Exhibition Centre, Harrogate.

The London Packaging & Handling Exhibition 8-12 September. Olympia. London.

Food, Cookery and Catering Exhibition 9-20 September. City Hall. Manchester.

London International Footwear Fair 23-25 September. Earls Court. London.

Electronic Instrument Exhibition 23-25 September. Bloomsbury Centre, London.

Electronic Instrument Exhibition 30 September – 2 October. Esso Hotel, Bristol.

International Audio Festival and Fair 20-26 October. Olympia. London.

INTERBAKE '75 – The International Bakers and Confectioners Exhibition 21-26 October. Olympia. London.

Home Improvements and Leisuretime Exhibition 11-22 November. City Hall. Manchester.

1976

HOTELYMPIA '76 – International Hotel and Catering Exhibition 14-21 January. Olympia. London.

IMBEX '76 – International Men's and Boys' Wear Exhibition 1-5 March. Earls Court. London.

BREWEX '76 – International Brewing, Bottling and Allied Trades Exhibition 29 March – 2 April. Earls Court. London.

OVERSEAS EXHIBITIONS

The Company is also engaged by the British Overseas Trade Board of the Department of Trade to organise, on its behalf, British Exhibitions overseas.

Previous overseas events organised on a similar basis were:

SHANGHAI
British Machine Tools and Scientific Instruments Exhibition (1975)

JAKARTA
British Industrial Exhibition (1974)

SÃO PAULO
British Industrial Exhibition (1974)

BILBAO
British Industrial Technology Exhibition (1973)

PEKING
British Industrial Technology Exhibition (1973)

The following British fairs and promotions were organised directly by the Company with the full co-operation of the Confederation of British Industry and the Association of British Chambers of Commerce with active support from the Department of Trade.

BUENOS AIRES
British Industrial Exhibition (1970)

SÃO PAULO
British Industrial Exhibition (1969)

BUCHAREST
British Industrial Exhibition (1968)

VANCOUVER British Pavilion,
British Columbia International Trade Fair (1967)

TORONTO
British Industrial Fair, Production Show (1967)

MEXICO CITY
British Industrial Exhibition (1966)

MOSCOW
British Industrial Exhibition (1966)

CHICAGO:
National Safety Congress—September/October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.3.76)

USA:
Annual Convention and Exhibition of the Wire Association of America—October 1976
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 1.4.76)

ZURICH:
International Sheet Metal Exhibition and Conference—16-20 November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 31.8.75)

AMSTERDAM:
Metal Finishing Exhibition (Interfinishvom 76)—25-29 November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 30.4.75)

DUSSELDORF:
3rd International Congress Exhibition for Marine Research and Marine Exploitation (Interocean)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

USA:
Educational Communications and Technology National Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

CHICAGO:
Railway Engineering-Maintenance Suppliers Association Exhibition (Remsa)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

CHICAGO:
International Security Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(D. J. Webley, Ext. 7094)
(Cut off date: 31.12.76)

PIACENZA:
Button Exhibition—May/June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.76)

BASLE:
International Art Fair—June 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7092)
(Cut off date: 1.3.77)

USA:
Annual Exhibition of Education Resources—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.12.76)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £100 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £50 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1975 is now complete. The programme of exhibitions for 1976 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions June 1975 - April 1976

Sporting, Camping and Leisure Goods Exhibition—17-21 June 1975
Sponsored by the Camping Trades Association of Great Britain.
(R. Saunders, Tel. 89-33372)
(R. King, Ext. 7317)
(Cut off date: passed)

Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers
(W. R. Eccles, Tel: 0742 663084)
(R. King, Ext. 7317)
(Cut off date: passed)

Photographic Equipment Exhibition—2-6 March 1976
Sponsored by the British Photographic Export Club.
(R. Saunders, Tel: 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: 12.5.75)

Medical Equipment Exhibition—9-13 September 1975
Sponsored by the British Hospitals Export Council.
(J. Harris, Tel. 01-262 2641)
R. King, Ext. 7317)
(Cut off date: passed)

Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Carpets Exhibition—23-27 March 1976
Sponsored by the British Carpets Export Association.
(G. H. Davidson, Tel. 01-930 8711)
(R. King, Ext. 7317)
(Cut off date: 20.6.75)

Contract Furnishing Exhibition—14-18 October 1975
Sponsored by the Contract Furnishing Association.
(S. Wright, Tel. 01-581 1569)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Domestic Appliances Exhibition—3-7 February 1976
Sponsored by the Society of British Gas Industries.
(R. Sinden, Tel: 0926-34357)
(R. King, Ext. 7317)
(Cut off date: 1.5.75)

Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by the Society of British Aerospace Companies.
(J. Hill, Tel: 01-839 3231)
(Miss R. Allen, Ext. 360)
(Cut off date: 27.6.75)

USA:
National Material Handling Show—June 1977
Joint venture with appropriate trade association.
(J. Henderson, Ext. 265)
(Cut off date: 30.11.76)

UTRECHT:
International Security Exhibition 'Safety'—Autumn 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext, 7203)
(Cut off date: not yet arranged)

British shopping weeks and store promotions

1975/76

Shopping weeks

German Federal Republic

WÜRZBURG, 2-10 May 1976
Minor British week.
(Miss H. J. Archer, Ext. 7201)

Sweden

JONKOPING, May/June 1976
Promotion of British consumer goods by Jonkoping Retailers' Association.
(Miss J. M. Neeson, Ext. 7207)

Store promotions

Australia

David Jones Ltd., nationwide, May 1975
Wide range of British consumer goods to be featured throughout 18 cities including Sydney, Adelaide, Canberra, Perth, Brisbane.
UK inquiries: David Jones Group, 315 Regent Street, London, W.1 (Tel. 01-580 1555)
(Mrs. P. W. Davies, Ext. 7093)

Belgium

Sarma-Penney, 15-29 May 1975
Six stores. Promotion will feature food, confectionery, beverages.
Contact: Monsieur G. Santens, Promotions Manager, Sarma-Penney Ltd., Rue D'Argent 8, 1000 Bruxelles
(Mrs. M. R. Todd, Ext. 7092)

G.B. Entreprises, 16-25 October 1975
Food promotion, 135-150 stores throughout Belgium.
Contact: De Heer Marcel Blockhuys, Chef de groupe—Dry Foods, GB-Inno-BM Group, Avenue des Olympiades 20, 1140 Bruxelles
(Mrs. M. R. Todd, Ext. 7092)

Canada

TORONTO and OTTAWA, October 1975
Brill's Interios, 2901 Bayview Avenue, Willowdale, Toronto.
British promotion featuring traditional and reproduction furniture in three stores in Toronto and one in Ottawa.
Inquiries: Mr. Donald Brill, 2901 Bayview Avenue, Willowdale, Toronto
(L. Devine, Ext. 318)

France

LIEVIN, September/October 1975
Proposed store promotion at Magasin Rond Point.
Contact: M. R. Lampin, Magasin Rond Point, Zac les Marichelles, 62800 Lievin
(J. C. C. Hicks, Ext. 7205)

Hong Kong

HONG KONG, May 1975
Special British promotion in several stores featuring quality consumer goods.
(P. A. Greig, Ext. 7099)

Italy

BOLOGNA, 27 September-5 October 1975
Consumer goods promotion.
Contact: W. B. J. Dobbs, Esq., British Consulate General, Commercial Section, Via S Paolo 7, I 20121, Milan.

Japan

AKITA, 29 April-5 May 1975
Honkin department store.
Consumer goods promotion.
(R. King, Ext. 7317)

TOKYO:
Mitsukoshi, 29 April-11 May 1975
Consumer goods promotion, in Tokyo and other branches.
UK inquiries: Mitsukoshi (UK) Ltd., 5th Floor, Kent House, 87 Regent Street, London W1R 8NB (Tel. 01-437 6346)
(R. King, Ext. 7317)

Matsuzakaya, 1-13 May 1975
Tokyo and Nagoya stores.
Consumer goods.
UK inquiries: Associated Merchandising Corporation (1G), Baker Street, London W1M 1AA (Tel. 01-486 4721)
(Miss R. Allen, Ext. 360)

Meidiya department store, 1-31 May 1975
Food and drink promotion to be held in group's main store in Tokyo and six other stores.
(R. King, Ext. 7317)

Takashimaya, 1 May-2 June 1975
Consumer goods promotion to be held in Group's main store in Tokyo and 9 other stores.
UK inquiries: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London W1M 6AL (Tel. 01-629 8805)
(Miss R. Allen, Ext. 360)

Odakyu, 9-14 May 1975
Consumer goods including clothing.
Tokyo head office: 1-3 Nishi Shinjuku 1-Chome Shinjuku-Ku, Tokyo.
Contact: Mr. T. Nishi
(Miss R. Allen, Ext. 360)

Keio (Shinjuku), 9-14 May 1975
Consumer goods.
UK inquiries: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London W1M 6AL
(Miss R. Allen, Ext. 360)

Matsuya, 9-14 May 1975
London Buying House: Metasco Inc., 17 Berners Street, London W1P 4AY
(Miss R. Allen, Ext. 360)

OSAKA, 9-14 May 1975
Hankyu
Consumer goods in general.
UK inquiries: Booker Export Services Ltd., The Adelphi, John Adam Street, London WC2N 6BD (Tel. 01-930 4041)
(Miss R. Allen, Ext. 360)

Seibu, 9-28 May 1975
Consumer goods promotion in 8 stores.
UK inquiries: Gimbel Bros., Elsley House, 24-30 Great Titchfield Street, London W1P 8ED (Tel. 01-637 3931)
(R. King, Ext. 7317)

Isetan (Shinjuku), early May 1975
Consumer goods.
UK inquiries: Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421)
(R. King, Ext. 7317)

Switzerland

RHEINBRUECKE, 11-26 April 1975
Approximately 30 stores all over Switzerland. The promotion will feature textiles, ladies' clothing, children's clothing, leather goods, carpets, furniture, earthenware, food and drink, do-it-yourself equipment, hi-fi and tv, garden implements.
Contact: Mr. A. Weissberg, Magazine zur Rheinbruecke AG Dept: Rheba Zentrale, Marketing Promotion, Utengasse 6, Postfach 337, CH 4000 Basle
(Mrs. M. R. Todd, Ext. 7092)

USA

BALTIMORE, 15-29 September 1975
Stewart & Co.
Wide range of consumer goods.
General inquiries to Associated Dry Goods Ltd., Elsley House 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(L. Devine, Ext. 318)

SEATTLE, September-October 1975
Nordstroms
Promotion of British consumer goods.
UK inquiries: J. Warburg, Dean Warburg Ltd., 38 Savile Row, London W1X 2ET (Tel. 01-734 9421)
(C. J. Wareing, Ext. 7242)

PITTSBURGH, 4-11 October 1975
Joseph Horne Co.
Wide range of consumer goods.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(C. J. Wareing, Ext. 7242)

ROCHESTER AND SYRACUSE, N.Y., 17 October-22 November 1975
Sibley Lindsay & Curr Co., Rochester, 17 October-1 November; Syracuse, 10-22 November
Multinational store promotion 'A Nation from Nations'.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(C. J. Wareing, Ext. 7242)

CHARLESTON, W. VIRGINIA, 27 October-6 November 1975
The Diamond.
Wide range of consumer goods.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(L. Devine, Ext. 318)

Missions

Outward missions

Africa

1975

South Africa 5-24 April 1975
Scottish Council Development Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 18 April-10 May 1975
London Chamber of Commerce and Industry
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 26 April-10 May 1975
Agricultural Engineering Association
(Contact: D. O'Neill, Tel. 01-828 7973)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 3-17 May 1975
Glasgow Chamber of Commerce
(Contact: M. Neil, Tel. 041-204 2122)
(FPB contact: D. W. R. Pilkington, Ext 7091)
(Cut off date: passed)

South Africa 17-31 May 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Nigeria 2-16 June 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: I. J. Thompson, Ext. 7091)
(Cut off date: passed)

Nigeria, Ghana 25 June-9 July 1975
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 25.8.75)

South Africa 5-26 July 1975
Manchester Chamber of Commerce
(Contact: D. N. Arrondale, Tel. 061-832 5574)
(FPB contact, Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 19 July-8 August 1975
Gauge and Tool Makers' Association
(Contact: A. R. Smith, Tel. High Wycombe 444645)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 6-27 September 1975
British Ceramic Plant and Machinery Manufacturers' Association
(Contact: C. J. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.5.75)

South Africa 27 September-11 October 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 27.5.75)

Nigeria September 1975
Building Materials Export Group
(Contact: Mrs. J. Tomlinson, Tel. 01-730 2642)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 16.6.75)

Zaire 3-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 5171)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 1.7.75)

South Africa 6-23 October 1975
British Stationery and Office Products Federation
(Contact: L. Pagliero, Tel. 01-580 9256)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 11.7.75)

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck, MBE, ERD, Tel. Slough 33633)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 18.6.75)

Tanzania, Kenya, Malawi October 1975
London Chamber of Commerce and Industry
(Contact: J. Muir, Tel. 01-248 4444)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 10.7.75)

South Africa 1-15 November 1975
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Simms, CA, Tel. Dundee 22122)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 30.6.75)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 13.6.75)

1976

South Africa 7-28 February 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.75)

Nigeria and Ghana 15 February-1 March 1976
Birmingham Chamber of Industry and Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: D. W. R. Pilkington, Ext. 7091)
(Cut off date: 15.11.75)

South Africa 21 February-14 March 1976
Luton and Dunstable District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 21.10.75)

South Africa 6-28 March 1976
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 2.12.75)

South Africa 4-25 April 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-39 4181/2)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.1.76)

South Africa 1-15 May 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.2.76)

South Africa 22 May-12 June 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.2.76)

South Africa 12-30 June 1976
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 12.3.76)

South Africa 26 June-17 July 1976
Coventry Chamber of Commerce
(Contact R. Willington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 26.3.76)

South Africa 11-25 September 1976
Birmingham Chamber of Commerce and Industry
(Contact G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 11.6.76)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.7.76)

South Africa 24 October-7 November 1976
Wolverhampton Chamber of Commerce
(Contact: C. J. Garder, Tel. Wolverhampton 20638)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.7.76)

South Africa 20 November-11 December 1976
The North Staffordshire Chamber of Commerce and Industry, Stoke-on-Trent
(Contact: J. J. Glover, Tel. 44731)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 20.8.76)

Americas, including the Caribbean

1975

USA 4-25 April 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Brazil 12-25 April 1975
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

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USA 20-30 April 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Canada (West) (Petrochemicals, etc.) 21 April-2 May 1975
London Chamber of Commerce
(Contact: A. Patching, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA (Houston) 30 April-11 May 1975
Association of British Oceanic Industries
(Contact: M. Armstrong, Tel. 01-839 4089)
(FPB contact: M. F. Moor, Ext. 7215)
(Cut off date: passed)

USA (Houston) 2-15 May 1975
London Chamber of Commerce
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: M. F. Moor, Ext. 7215)
(Cut off date: passed)

USA and Canada 4-24 May 1975
Bristol Chamber of Commerce
(Contact Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: passed)

Brazil 13-25 May 1975
Manchester Chamber of Commerce
(Contact: Mr. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Canada (West) 19-30 May 1975
Birmingham Chamber of Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. W. Coupar, Ext. 7097)
(Cut off date: passed)

USA 24 May-7 June 1975
Software Houses Association
(Contact: L. Ashton, Tel. Camberley 63471)
(FPB contact: D. Webley, Ext. 7094)
(Cut off date: passed)

Brazil 7-21 June 1975
Scottish Council
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA and Canada 15-20 June 1975
Manchester Chamber of Commerce and Industry
(Contact: E. Tomlinson, Tel. 061-832 5574)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 17.3.75)

USA (New York) 22 June- 2 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 321-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

Brazil 22 June-5 July 1975
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Puerto Rico, Haiti, Dominican Republic June 1975
West India Committee
(Contact: Lt.-Col. M. R. Robinson, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

Brazil 3-12 July 1975
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Mexico 7-18 July 1975
Edinburgh Chamber of Commerce
(Contact: D. M. Mowat, Tel. 031-225 5851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Jamaica 12-19 July 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 10.4.75)

Brazil 1-14 August 1975
Agricultural Engineers' Association
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.4.75)

USA 27 August-7 September 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.6.75)

Brazil 1-14 September 1975
Engineering Industries Association
(Contact: Col. R. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.75)

Venezuela, Brazil 1-20 September 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.6.75)

USA (California) 5-20 September 1975
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.6.75)

Venezuela 13-21 September 1975
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.5.75)

Canada 14-24 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 9.6.75)

USA and Canada 17-27 September 1975
Briar Pipe Trade Association
(Contact: Mr. L. A. Chapvis, Tel. 01-992 0873)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 18.6.75)

Jamaica, Puerto Rico, Trinidad, Barbados 19 September-9 October 1975
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 30.5.75)

USA and Canada 22 September-12 October 1975
Irish Linen Merchants' Association
(Contact: E. D. L. Seccombe, Tel. Lisburn (02382) 77377)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 23.6.75)

USA and Canada 27 September-9 October 1975
Glasgow Chamber of Commerce
(Contact: N. Neil, Tel. 041-204 2121)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 15.6.75)

USA 27 September-12 October 1975
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: J. Henderson, Ext. 265)
(Cut off date: 30.6.75)

USA and Canada 28 September-12 October 1975
Ship and Boat Builders' National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 20.6.75)

USA (West Coast), Canada 28 September-17 October 1975
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 30.6.75)

Curacao, Aruba, Barbados September 1975
West Indian Committee
(Contact: Miss L. Boyd, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 1.6.75)

Brazil 6-20 October 1975
Book Development Council
(Contact: Martin Ballard, Tel. 01-580 6321)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.6.75)

Venezuela, Colombia 20 October-1 November 1975
Manchester Chamber of Commerce
(Contact: L. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

USA and Canada 1-15 November 1975
The Scottish Council
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 1.7.75)

Brazil 2-17 November 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.7.75)

Colombia, Venezuela 22 November-6 December 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.6.75)

Brazil 1-14 December 1975
Gauge and Toolmakers' Association
(Contact: N. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.8.75)

1976

Brazil, Mexico February-March 1976
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

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Brazil 12-28 March 1976
British Electrical and Allied Manufacturers' Association
(Contact: W. A. Needham-Ellis, Tel. 01-437 0678)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 28.11.75)

Argentina, Brazil 9-22 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.2.76)

Venezuela, Colombia and Ecuador June 1976
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171))
(FPB contact: N. J. D. Robinson, Ext. 7011)
Cut off date: 1.3.76)

Mexico June 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.2.76)

Brazil 14-29 August 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 14.5.76)

Australasia

1975

Australia, New Zealand (New Zealand 1-12 April, Australia 13-24 April) 1-24 April 1975
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 5-19 April 1975
Export Council for the Jewellery and Giftware Industries
(Contact: R. Hooker, Tel. 01-493 7628)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand, Australia 7-25 April 1975
The Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 19 May-6 June 1975
Development Corporation for Wales
(Contact: A. Partridge, Tel. Cardiff 21208)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia, New Zealand 24 June-24 July 1975
Ship and Boat Builders National Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 30 June-11 July 1975
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

New Zealand and Australia (New Zealand 8-13 September, Australia 14 September-3 October) 8 September-3 October 1975
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 14.5.75)

Australia 9-25 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: Mr. T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.6.75)

Australia, New Zealand 30 October-28 November 1975
British Paper and Board Industries Federation
(Contact: J. F. Nason, Tel. 01-583 0686)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 25.7.75)

Australia November 1975
Lighting Industry Federation Limited
(Contact: D. Pinder, Tel. 01-636 0766)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.7.75)

1976

New Zealand, Australia February-March 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 5.11.75)

Australia March 1976
British Furniture Manufacturers Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

Australia May 1976
Portsmouth Chamber of Commerce
(Contact: R. J. C. Holdings, Tel. Portsmouth 25351-2)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 3.2.76)

Australia November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 15.7.76)

Asia (Far East)

1975

Indonesia, Singapore, Malaysia and Thailand 6-26 April 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 76123)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 18-24 April 1975
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Indonesia 26 April-7 May 1975
Confederation of British Industry
(Contact: M. G. Thornton, Tel. 01-930 6711)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Singapore 5-9 May 1975
Scientific Instrument Manufacturers Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Hong Kong, Japan 12-28 May 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Thailand, Singapore and Hong Kong 12-31 May 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Hong Kong, Singapore 30 May-13 June 1975
British Paper and Board Industries Federation
(Contact: J. F. Nason, Tel. 01-583 0686)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Korea, Republic of (South Korea) 9-13 June 1975
Industrial Council for Educational and Training Technology
(Contact: Miss S. Down, Tel. 01-437 0678)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore, Australia (Singapore 20 July-8 August, Australia 8-13 August) 20 July-13 August 1975
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.75)

Japan 1-12 September 1975
Federation of British Audio
(Contact: A. J. R. Terenzani, Tel. 01-734 7471)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 8.5.75)

Korea, Republic of (South Korea) 7-17 September 1975
The Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore 13-20 September 1975
North Western Export Club
(Contact: H. Robertshaw, Tel. 051-236 8100)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 9.6.75)

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Japan 13-27 September 1975
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 30.4.75)

Malaysia 20-27 September 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 14.6.75)

Hong Kong, Japan 22 September-3 October 1975
Northern Ireland Chamber of Commerce
(Contact: Mrs. B. Simenton, Tel. Belfast 34488)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 8.5.75)

People's Republic of China 3-18 October 1975
Birmingham Chamber of Commerce
(Contact: R. Jackson, Tel. 021-454 6171)
(FPB contact: D. C. Stewart, Ext. 689)
(Cut off date: passed)

Singapore 6-11 October 1975
Book Development Council
(Contact: Miss L. Mooney, Tel. 01-580 6321)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 22.6.75)

Korea, Republic of (South Korea) 11-18 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 30.6.75)

Japan 12-24 October 1975
Edinburgh Chamber of Commerce
(Contact: D. Mowat, Tel. 031-225 5851)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 29.5.75)

Japan and Hong Kong 12-31 October 1975
London Chamber of Commerce
(Contact: Miss D. Wright, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 29.5.75)

Singapore and Malaysia (Singapore 1-9 November, Malaysia 10-18 November) 31 October-18 November 1975
Wolverhampton Chamber of Commerce and Industry
(Contact: C. J. Carder, Tel. Wolverhampton 26726)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 1.7.75)

Hong Kong, Philippines and Malaysia (Hong Kong 15-22 November, Phillipines 22-28 November, Malaysia 29 November-5 December) 15 November-5 December 1975
The Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: August 75)

Japan 10-21 November 1975
North of England Development Council
(Contact: J. Hobbs, Tel. Newcastle-upon-Tyne 610026)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 3.7.75)

Malaysia and Singapore 22 November-13 December 1975
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 1.7.75)

1976

Malaysia and Singapore 11-24 April 1976
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 9.1.76)

Korea, Republic of (South Korea) 24 April-2 May 1976
Scientific Instrument Manufacturers Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 19.11.75)

Thailand and Hong Kong November 1976
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 16.8.76)

Asia (Middle East)

1975

Saudi Arabia, Bahrain, Dubai and Kuwait 3-23 April 1975
North of England Development Council
(Contact: Mr. A. Wilson, Tel. Stockton 612525)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Lebanon Syria, Jordan, Iraq 23 April-9 May 1975
Association of British Pharmaceutical Industries
(Contact: Mr. D. Nodder, Tel. 01-734 9061)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut ofi date: passed)

Iran 25 April-2 May 1975
Hydraulic Association of Great Britain
(Contact: R. J. R. Trefusis, Tel. 01-589 3772)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Iran, Lebanon 1-10 June 1975
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Lebanon, Syria, Iraq and Jordan 20 October-9 November 1975
London Chamber of Commerce
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 15.6.75)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 24 October-14 November 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 15.7.75)

Kuwait, Lebanon 3-13 November 1975
Leicester Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 31.7.75)

1976

Dubai, Abu Dhabi, Qatar, Bahrain and Kuwait 13-27 November 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Europe

1975

Finland, Denmark, Sweden and Norway 6-19 April 1975
British Stationery and Office Products Association
(Contact: L. Pagliero, Tel. 01-580 9256)
(FPB contact: Miss J. M. Neeson, Ext. 7207)
(Cut off date: passed)

Finland, Sweden and Denmark 1-10 May 1975
Federation of Sussex Industries
(Contact: Mrs. N. Potter MBE, Tel. Brighton 26189)
(FPB contact: Miss J. Neeson, Ext. 7207)
(Cut off date: passed)

Finland, Sweden, and Denmark 4-17 May 1975
Nottingham Chamber of Commerce
(Contact: N. Hough, Tel. Nottingham 45678)
(FPB contact: Miss J. M. Nelson, Ext. 7207)
(Cut off date: passed)

Hungary 23-29 May 1975
Birmingham Chamber of Commerce
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: Mrs. A. Ray, Ext. 7245)
(Cut off date: passed)

1976

Finland May 1976
Dundee and Tayside Chamber of Commerce
(Contact: Mr. Sims, Tel. Dundee 22122)
(FPB contact: Miss J. M. Neeson, Ext. 7207)
(Cut off date: January 1976)

Inward missions

1975/6

Overseas Visitors Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, tel. 01-248, 5757 Ext. 463.

Netherlands April 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Mexico April/May 1975
Engineering Teaching Equipment Manufacturers Association
(Contact: Miss S. Down, Tel. 01-437 0678)

India June 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Norway April 1975
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

Finland, Norway April 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

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Belgium May 1975
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

Argentina May 1975
Machine Tool Trades Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

USA May 1975
Sponsor to be decided
Leather Goods
(Contact: T. I. Tighe-Ford, Tel. 01-248 5757, Ext. 254)

Brazil June 1975
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-626 3641)

Canada June 1975
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

USA June 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

West Germany June 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Brazil June/July 1975
British Agricultural Export Council
(Contact: G. Macrory, Tel. 01-245 9819/0)

West Germany June/July 1975
Federation of Garden Leisure Equipment Exporters Limited
(Contact: Mrs. Y. Slade, Tel. 04886 2532)

Canada, USA September 1975
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 3950)

Hong Kong, Indonesia, Malaysia, Philippines, Singapore, Thailand September 1975
Engineering Industries Association
(Contact: A. Fry, Tel. 0532 24444)

France September 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

France, West Germany, Italy, Netherlands, Switzerland, Sweden September/October 1975
Electronic Engineering Association
(Contact: R. Williams, Tel. 01-437 0678)

Switzerland and Germany October 1975
Council for Small Industries in Rural Areas
(Contact: R. C. Neve, Tel. 07476 2423)

Canada September/October 1975
Association of British Mining Equipment Exporters
(Contact: R. Buckley, Tel. 0742 21071)

Italy October 1975
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

France Dates to be agreed 1975
British Printing Machinery Association
(Contact: W. Maxwell, Tel. 01-405 9610)

New Zealand Dates to be agreed 1975
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)

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Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Nigeria Dates to be agreed 1975
Industrial Council for Educational Training and Technology
(Contact: Miss S. Down, Tel. 01-437 0678)

USA Dates to be agreed 1975
Association of Hydraulic Equipment Manufacturers
(Contact: J. F. Nosworthy, Tel. 01-834 0855)

Tanzania Dates to be agreed
Federation of British Hand Tool Manufacturers
(Contact: W. R. Eccles, Tel. 0742 663084)

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Either of these people can take both your shipping and travel inquiries.

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	**7110**	**Middle East, North Africa, Afghanistan**	**604**
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Other towns in Western Germany, Austria, Netherlands	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Denmark, Finland, Iceland, Norway, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, Australia, New Zealand**	**7099**
Italy, Portugal	**7202**	**Canada, Caribbean, United States**	**7176**
		United Kingdom	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1975

ZAGREB:
International Consumer Goods Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

METZ:
International Industrial Goods Exhibition 'Equipex'—23-25 April 1975
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

PARIS:
International Trade Fair (Foire de Paris)—26 April-11 May 1975
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

DUBLIN:
Spring Show and Industries Fair—May 1975
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Samples Fair—May 1975
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

GRAZ:
Spring Fair—3-11 May 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LUXEMBOURG:
International Trade Fair—17-25 May 1975
Apply: Luxembourg International Trade Fair, Limpertsberg, Luxembourg (Tel. 244.41, Telex 259).

BORDEAUX:
International Trade Fair—24 May-2 June 1975
Apply: M. Moliner, Directeur, Grand Parc 33030, Bordeaux Cedex (Tel. 50 93 15).

PALERMO—SICILY:
Mediterranean Fair—24 May-8 June 1975
Apply: E.A. Fiera del Mediterraneo Campionari Internazionale, Piazza Generale Cascino, 90142 Palermo, Sicily.

BOLOGNA:
International Trade Fair—28 May-8 June 1975
Apply: Ente Fiere Bologna, Piazza Constituzione 6, 40128 Bologna.

PADUA:
International Samples Fair—May-June 1975
* Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

BILBAO:
International Fair—23-29 June 1975
* Apply: Feria Internacional de Bilbao, Plaza de Pedro M. de Basterrechea, 2 Apartado 468, Bilbao 13.

MALTA:
International Trade Fair—July 1975
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

MALMÖ:
Scania Trade Fair—August 1975
Apply: Stiftelsen Skanemassen, Stadiomgaten 25, Box 19015, S-200, 73 Malmö, 19 Sweden (Tel. 040/800 30).

MOSCOW:
Exhibition of Plant Protection—20-29 August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

IZMIR:
International Trade Fair—20 August-20 September 1975
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

SALONIKA:
International Trade Fair—31 August-21 September 1975
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

VIENNA:
International Trade Fair (Autumn)—September 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

UTRECHT:
International Autumn Trade Fair—September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STRASBOURG:
International Trade Fair—4-15 September 1975
Apply: M. le President, 9 Rue Brules, Strasbourg.

ZAGREB:
International Autumn Fair—5-14 September 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—6-14 September 1975
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

BARI:
International Samples Fair—12-22 September 1975
Apply: Fiera Del Levante, 70123 Bari, Italia.

GOTHENBURG:
Consumer Goods Fair (Dagens Hushall)—13-21 September 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

GHENT:
International Fair—13-28 September 1975
Apply: Ghent International Fair, Floraliapalcis, B-9000 Ghent (Tel. 09/22.40.22).

MARSEILLES:
International Autumn Fair—19-29 September 1975
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

GRAZ:
Autumn Fair—27 September-5 October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair—27 September-6 October 1975
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

ZAGREB:
New Year's Fair—16-29 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Spring Trade Fair—7-11 March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

METZ:
International Spring Fair 'Expometz'—April 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SAARBRUCKEN:
International Saar Fair—April 1976
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

BASLE:
Swiss Industries Fair—April 1976
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/32 38 50—from 23 June 1975 061/26 20 20).

ZAGREB:
International Consumer Goods Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUBLIN:
Spring Show and Industries Fair—May 1976
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

VALENCIA:
International Samples Fair—May 1976
* Apply: Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1976
Apply: Foire Internationale de Bordeaux, Parc des Expositions, 33 Bordeaux (Tel. 44 83 15).

LILLE:
International Trade Fair—May 1976
Apply: Weiget Leygonie and Co. Ltd., 31/32 Kings Street, London, W.C.2 (Tel. 01-836 4825/9).

PARIS:
International Trade Fair (Foire de Paris)—May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

MALTA:
International Trade Fair—July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

BILBAO:
International Samples Fair—July 1976
* Apply: Feria de Muestras, Apartado 468, Bilbao, Spain.

IZMIR:
International Trade Fair—August-September 1976
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

VIENNA:
International Trade Fair (Autumn)—1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair—September 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SALONIKA:
International Trade Fair—September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823.)

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le President, 9 Rue Brulee, Strasbourg.

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Autumn Trade Fair—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

UTRECHT:
International Spring Trade Fair—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRAZ:
Spring Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

SAARBRUCKEN:
International Saar Fair—April 1977
* Apply: International Saarmesse, 66 Saarbrücken, Messegelände.

GRAZ:
Autumn Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

UTRECHT:
International Autumn Trade Fair—September 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Agriculture, forestry, fishing, and agricultural machinery

1975

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NUREMBERG:
International Trade Fair for Hunting and Sporting Arms, Requirements for Hunting and Fishing—25-28 April 1975
Apply: Flair Promotions International, Apartment 1, 8 Grand Avenue, Hove, Sussex (Tel. 0273 775537).

BUCHAREST:
International Agricultural Exhibition—May 1975
Apply: Publicom, Romanian International Publicity Agency, Boulevard N. Balcecu, Bucharest, Romania.

SANTAREM:
Ribatejo Agricultural Fair—June 1975
* Apply: Secretario, Feria Nacional de Agricultural, Feria do Ribatejo.

KLAGENFURT:
Austrian Timber Fair—9-17 August 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938)

CREMONA:
Agricultural Fair—September 1975
* Apply: Ente Autonomo Manifestazioni Fieristiche di Cremona, Via Solferino 33, 26100 Cremona.

MOSCOW:
Livestock Farming Exhibition—September/October 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1975
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

BOLOGNA:
International Exhibition of the Agricultural Equipment Manufacturing Industry—19-23 November 1975
Apply: E.A. Per le Fiere di Bologna, Piazza Constituzione, 6-40128, Bologna.

1976

BERLIN:
International Green Week—23 January-1 February 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
Leisure Power Cultivation Show—March 1976
Apply: M. Grimaud, 95 rue St.-Lazare, Paris (9e) (Tel. 874 97 24).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA)—April 1976
* Apply: Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Agricultural Exhibition (DL.G)— 21-27 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KLAGENFURT:
Austrian Timber Fair—8-16 August 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—October 1976
* Apply: Swiss Embassy, 77/81 Gloucester Place, London, W.1 (Tel. 01-723 0701).

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN
International Green Week—January 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

BORDEAUX:
Triennial Fishing Exposition 'Interfishing'—8-12 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
87th Agricultural Show—September/October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Aircraft and aeronautical equipment

1976

GOTHENBURG:
Aviation Fair—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

GENEVA:
International Airport Construction and Equipment Exhibition—June 1976
Apply: International Airport Exhibitions, 66-72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

TOULOUSE:
Aeronautical and Space Exhibition—June 1976
Apply: M. Mar-Degan, Commissaire General, 11 Boulevard des Recollets, 31070 Toulouse (Tel. 52 78 40).

Books and periodicals

1975

NICE:
International Book Festival—3-8 May 1975
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

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FRANKFURT:
Book Fair—16-21 September 1976
Apply: Ausstellungs-und Messe GmbH, Des Borsenvereins des Deutschen, Buchhandels, e V 6 Frankfurt am Main, Kleiner Hirschgraben 10-12.

1977

FRANKFURT:
Book Fair—13-18 October 1977
Apply: Ausstellungs-und Messe GmbH, des Borsenvereins des Deutschen, Buchhandels, e V 6 Frankfurt am Main, Kleiner Hirschgraben 10-12.

Building, public works and construction equipment

1975

STOCKHOLM:
Building and Rebuilding Exhibition, International 'Do-It-Yourself' Exhibition—April 1975
Apply: G. P. Clarinbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

INNSBRUCK:
International Building Trade Fair (I-BAU)—7-11 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

COLOGNE:
Meeting of the Central Association for the German Roofers Trade with a Special 'Roof and Wall' Display—8-11 May 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

FRANKFURT:
Prefabricated and System Construction (Fertigbau '75) Exhibition—24 May-1 June 1975
Apply: L.E.P. Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. 01-236 5050)

BRUSSELS:
International Municipal Equipment Exhibition—8-12 June 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60. Telex. 23.643).

ZILINA:
4th International Symposium and Exhibition of Mini-Mechanisation in Construction (Sympomech '75)—28 June-4 July 1975
Apply: Made in Publicity, 92 Fleet Street, London, E.C.4.

STUTTGART:
Window Construction '75 (Fensterbau)—4-6 July 1975
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

LUXEMBOURG:
Inter Road Construction and Maintenance Equipment Exhibition—30 September-11 October 1975
Apply: Mack Brooks Exhibitions Ltd., 62/72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

BOLOGNA:
International Exhibition of Building Techniques and Equipment (SAIE)—11-19 October 1975
Apply: E. A. Per le Fiere di Bologna, Piazza Costituzione, 6-40128 Bologna, Italy.

1976

GOTHENBURG:
Building Fair (BYGG)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

ZAGREB:
8th International Building Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat)—May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

MUNICH:
International Exhibition of Construction Machinery (BAUMA)—10-16 March 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Chemicals and allied industries, including plastics

1975

ZAGREB:
7th International Plastics Fair 'Plastex'—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MOSCOW:
Exhibition of Equipment for Aluminium Production and Fabrication (Alumini '75)—9-18 July 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

GOTHENBURG:
Kemimassa Chemical Exhibition—25-29 November 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex. 20600 Maessan S).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—1977
Apply: Europlastica, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60. Telex. 23.643).

Clothing

1975

DUSSELDORF:
International Fashion Show 'IGEDO'—20-24 April 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

GOTHENBURG:
Mode International Fashion Week—23-26 August 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

COPENHAGEN:
9th Scandinavian Menswear Fair—24-26 August 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

AMSTERDAM:
Men's Fashion Trade Fair—31 August-2 September 1975
Apply: Ver de Ned. Herenmodebeurs, Van Gegnenstrat 101, Amsterdam.

DUSSELDORF:
International Fashion Show 'IGEDO'—7-10 September 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BRUSSELS:
International Baby-Show—14-17 September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels (Tel. 02/78.48.60. Telex. 23.643).

BRUSSELS:
International Clothing Exhibition (Vestirama)—14-17 September 1975
* Apply: Textirama, Martelaarslaan 15, B9000 Ghent.

VIENNA:
Ladies Fashion Show—October 1975
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

TURIN:
International Ladies' Fashion Trade Fair (SAMIA)—4-7 October 1975
* Apply: Mrs. R. Stewart, 2 Woodlands Roundwood Road, Baildon, Yorks. (Tel. 0274 56851).

MUNICH:
International Fashion Week—5-9 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

CANNES:
International Festival of Ready to Wear Clothing—9-13 October 1975
Apply: Societe Charm SA, Les Residences du Grand Hotel, 45 La Croisette, 06 Cannes (Tel. 38 78 24).

BERLIN:
Fashion Week (including Interchic)—12-15 October 1975
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

DUSSELDORF:
International Fashion Show 'IGEDO'—26-30 October 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1975
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1976

PARIS:
Children's Fashion Show (Salon de la Mode Enfantine)—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Fur Exhibition—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

GOTHENBURG:
Mode International Fashion Week—March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

MUNICH:
International Fashion Week—March/April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
Ladies' Fashion Show—April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—4-7 April 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS:
Childrens Fashion Show (Salon de la Mode Enfantine)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
Ladies' Fashion Show—October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—10-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1977

DUSSELDORF:
International Fashion Show 'IGEDO'—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MUNICH:
International Fashion Week—March/April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DUSSELDORF:
International Fashion Show (IGEDO)—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies' Fashion Show—April 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

DUSSELDORF:
International Fashion Show (IGEDO)—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Fashion Week (including Interchic)—October 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MUNICH:
International Fashion Week—October 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
Ladies' Fashion Show—October 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show (IGEDO)—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1975

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Retail Trades Equipment Show (Equip' Mag) 17-24 November 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1976

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

Engineering, electrical and electronic, including radio and television

1975

BILBAO:
International Trade Fair—23-29 June 1975
Apply: Plaza Pedro Maria Basterrechea 2, Apartado 468, Bilbao.

MUNICH:
Electro-Optics Exhibition (Laser 1975)—24-27 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, W.1 (Tel. 01-486 1991).

BERLIN:
International Radio and Television Exhibition—29 August-7 September 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Cresent, London SW1X 7EE (Tel. 01-235 9947)

MILAN:
International Fair of Music and High Fidelity—4-8 September 1975
* Apply: Segretaria Generale, Via Vitruvio 38, 20124 Milan.

COPENHAGEN:
Radio and Television 1975 (50th Anniversary Exhibition)—5-14 September 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400, Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK).

CANNES:
Market for Video-cassette Programmes and Equipment (Vidcom)—19-24 September 1975
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

GENEVA:
International Telecommunications and Space Exhibition——2-8 October 1975
Apply: Secretariat, 18 Quai de L'ecole de Medecine, 1211 Geneva 4 (Tel. (022) 26 42 20).

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—22-25 October 1975
Apply: Office of the Austrial Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

BRNO:
International Film and Television Fair (Filmforum)—26 October-3 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park London N.W.1 (Tel. 01-935 8200 and 8235).

ZURICH:
Semi-conductor Equipment and Material Convention (Semicon-Europa)—3-5 November 1975
Apply: Golden Gate Enterprises Inc., Marina Playa Office Park, 1333 Lawrence Expressway, Santa Clara, California 95051.

DUBLIN:
The Irish Electronics Show (Itron)—4-6 November 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2 (Tel. 763247/8).

BRUSSELS:
International Electricity Fair (Interelectronic)—25-29 November 1975
Apply: FAIR, Avenue Moliere 74, 1180 Brussels.

1976

COPENHAGEN:
Scandinavian Lighting Fair (Luxpo 76)—17-21 January 1976
Apply: Bella Centret, Hvidkilkevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK).

GOTHENBURG:
Scandinavian Lighting Fair (Skandinavisk Beslysningsmassa)—21-25 January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden. (Tel. 031 200 000 Telex 20600 Maessan S).

PARIS:
International Festival of Sound—March 1976
Apply: S.D.S.A. 14 Rue de Presles, Paris 75015.

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—September 1976
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

UTRECHT:
Elektrotechniek Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control Equipment—September/October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—October 1976
Apply: Mack Brooks Exhibitions Ltd., 62/72 Victoria Street, St. Albans, Herts. (Tel. 56 63213).

BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibition Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

1977

BRUSSELS:
International Exhbiition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—October 1977
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

Engineering, other

1975

GENOA:
4th International Exhibition on Welding and Welded Construction—31 May-8 June 1975
Apply: Segreteria Generale, Fiera Internazionale di, 16129 Genoa, Italy.

PARIS:
Design Engineering Exhibition (Inova)—9-13 June 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

BRNO:
International Welding Engineering Exhibition—10-15 June 1975
* Apply: Fairs and Exhibitions Ltmiied, 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

TURKEY:
5th European Conference of Earthquake Engineering—22-25 September 1975
Apply: De Prem Arasfirme Enstitusu, Konur Sokak 4/2 Ankara, Turkey.

PADUA:
International Exhibition of Mechanical Handling, Storage and Distribution (Tramag)—October 1975
*Apply: Fiera Internazionale di Padova, Via N Tommaseo 59 35100 Padua.

LISBON:
42nd International Foundry Congress —5-10 October 1975
Apply: Secretariat 42 Cif, Rua Manuel Pinto de Azevedo, 419 Portugal. (Telex 22481)

1976

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS-
International Woodworking Machinery Exhibition (Expobois)—April 1976
Apply: Pierre Maret Secretaire General du Comite des Expositions de Paris, 7 Rue Copernic, 75016 Paris (Tel. 553 86 30).

ZAGREB:
7th International Welding Fair—18-22 May 1976
*Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1961).

ZAGREB:
3rd International Exhibition of Machine-Tools and Tools (BIAM)—14-19 June 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
International Exhibition of Materials, Handling, Material Flows Systems, in Warehousing, Production and Transport —August 1976
Apply: Bella Centret, Hvidkildevej 64 DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK).

COPENHAGEN:
International Fair for Tools and Machine Tools—(Intertool) —November 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11 Telex 19524 BCSTC DK).

1977

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1 7EE (Tel. 01-235 9947).

Foodstuffs, food machinery, hotel and catering equipment

1975

UTRECHT:
Zoetwaren Beurs (Confectionery Fair)—April 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
15th International Food Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERNE:
21st European Meat Research Congress—31 August-5 September 1975
Apply: Aussteller Genossenschaft Bea, Postfach 1009, CH3001 Berne.

STUTTGART:
International Viticulture Exhibition (Intervitis)—4-10 September 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

DUBLIN:
International Food, Drink and Equipment Exhibition (IFDEX)—7-11 September 1975
Apply: John Palmer (Exhibitions) Ltd., 1 Seafield Close, Blackrock, Co. Dublin, Ireland.

BRUSSELS:
Food and Home Exhibition—4-19 October 1975
* Apply: SIMPA, Boulevard du Jardine Botanique 29-31, B1000 Brussels.

GOTHENBURG:
Interfood '75 (International Fair for Food Technology and Processing)—21-25 October 1975
Apply: Swedish Trade Fair Foundation, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex. 20600 Maessan).

BRNO:
International Catering Exhibition 'Inteco'—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.1 (Tel. 01-935 8200 and 8235).

BARCELONA:
International Hotel Equipment Exhibition (Hogarhotel 15)—12-23 November 1975
Apply: Avenida de Maria Cristina, Parque de Montjuich, Barcelona.

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment 'TU-EX'—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
(Igafa) International Exhibition of Hotel and Catering Trades—21-26 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

UTRECHT:
International Food Fair (ROKA)—1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Chocolate Biscuit and Confectionery Exhibition—January 1976
* Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000 Brussels.

BERLIN:
Trade Fair for Communal Feeding and Catering (Multiserva)—12-15 March 1976
Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1 7EE (Tel. 01-235 9947).

HAMBURG:
International Trade Fair for the Hotel, Catering and Bakery Trade—14-19 March 1976
Apply: Exhibition and Trade Fair International Ltd., 943A Brighton Road, Purley, Surrey.

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra)—1-8 April 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
16th International Food Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment 'TU-EX '76'—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Food Industry Trade Fair (Ikofa)—September 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip 'Hotel)—October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

MUNICH:
International Exhibition of Brewery and Beverage Machinery—9-16 September 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Footwear

1975

BASLE:
International Shoe Materials and Machinery Exhibition—10-14 June 1975
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts. AL1 3XT (Tel. St. Albans 63213).

STOCKHOLM:
Swedish Shoe Fair—September 1975
Apply: G. P. Claringbold, Overseas Trade Show Agencies Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

1976

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Furniture, furnishings, household equipment and hardware

1975

ZAGREB:
3rd International Furniture and Timber Industry Fair—21-27 April 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Household Comfort Fair—April-May 1975
• Apply: Foire Internacionale de Bruxelles, Palais du Centenaire, B1020 Brussels.

COPENHAGEN:
Texpo '75—September 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

BRUSSELS:
International Hardware Trade Fair—6-9 October 1975
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

DUBLIN:
Irish Hardware and Housewares Trade Fair—7-9 October 1975
Apply: John Palmer Exhibitions Ltd., 1 Seafield Close, Blackrock, Co. Dublin (Tel. Dublin 691278).

VALENCIA:
1st International Furniture Fair—20-26 October 1975
Apply: Feria Espanola del Meuble, Benimamet, Palacio Ferial, Apartado 210, Valencia.

COPENHAGEN:
International Exhibition of Equipment and Machinery for the Furniture Industry (In-Tek '75)—November 1975
Apply: Erhvervenes Vdstillingsselskab Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

CHARLEROI:
International Household Exhibition—1-16 November 1975
Apply: Palais des Expositions, Avenue de l'Europe, Charleroi.

1976

PARIS:
International Arts of Home-Making Exhibition (Arts Menagers)—February-March 1976
• Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
Scandinavian Hardware Fair (Scan Fair '76)—March 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11. Telex. 19524 BCSTC DK).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Materials and Items to be Used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—May 1976
Apply: Commissariat General, Comite des Expositions, 7 rue Copernic, 75782 Paris, Cedex 16 (Tel. 553 86 30).

COPENHAGEN:
Scandinavian Furniture Fair—12-16 May 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11. Telex. 19524 BCSTC DK).

UTRECHT:
Inter Decor, Soft Furnishings Exhibition—September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

Handicrafts

1975

ZAGREB:
17th International Crafts Fair—21-27 April 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Fair—23 April-8 May 1975
• Apply: Mostra Mercalo Nazionale del Artigianto, Piazza Della Liberta 1, Florence.

MALMÖ:
Handicraft Exhibition—17 May-15 June 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HERNING (DENMARK):
Handicraft and Industrial Fair (HI '75)—2-9 September 1975
Apply: A/S Herning Hallen, 7400 Herning (Tel. (07) 126000).

BRNO:
Display Art Exhibition 'Arbien'—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
Do-It-Yourself Exhibition (Bricolage)—30 October-11 November 1975
Apply: M. Devos, 42 rue du Louvre, 75001 Paris (Tel. 231 40 31).

1976

MUNICH:
International Light Industries and Handicrafts Fair (IHM) —Spring 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
17th International Crafts Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
International Light Industries and Handicraft Fair (IHM)—Spring 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Heating and ventilating

1975

ZAGREB:
3rd International Exhibition of Heating, Cooling and Air-conditioning 'Interlima'—19-24 May 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LYON:
Industrial Heating, Air-conditioning and Anti-pollution Exhibition (Expotherm)—29 May-2 June 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467/8).

1976

ZURICH:
International Heating, Air Conditioning and Sanitation Exhibition—January-February 1976
Apply: Zuspa International Trade Fair, Thurgauerstr 7, 8050 Zurich (Tel. (051) 46 50 55).

STUTTGART:
International Trade Fair for Oil Firing and Gas Firing Heating, Air Conditioning and Environmental Protection (Intherm)—16-20 March 1976
• Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Horticulture and horticultural equipment

1975

MANNHEIM:
Federal Garden Show—18 April-19 October 1975
Apply: Bundesgartenschau Mannheim GmbH, 68 Mannheim, 1 Gottlieb Daimler Strasse 14.

GHENT:
International Exhibition for Horticultural Technology—28 November-1 December 1975
Apply: Centre de Foires Professionnelles et de Salons, Lange Kruisstraat 7, B-9000 Ghent.

1976

GOTHENBURG:
Gardening Tools and Plants Exhibition (Tradgard Och Fritid)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

GENOA:
3rd International Flower and Ornamental Plants Exhibition (Euroflora)—24 April-2 May 1976
Apply: Ente Autonomo Fiera Internasionale di Genova, Casella Postale 1834, Genova, Italy.

Hospital, medical, surgical and dental equipment

1975

OYONNAX:
Optical Equipment Exhibition 'Silmo'—15-19 May 1975
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
Medical Technology Exhibition (Medizin-Technik '75)—21-24 May 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ATHENS:
2nd Exhibition of Medical Apparatus, Hospital Equipment and Pharmaceuticals 'Asclepias '75'—26 May-2 June 1975
Apply: Eurotrade, 58 Bourne View, Greenford, Middx. (Tel. 01-902 1831) or Borrow, Son and Kerridge Ltd., 14 High Trees, Beech Road, Cranford Cliffs, Poole, Dorset (Tel. 0202 709204).

ZAGREB:
2nd International Fair of Laboratory Equipment 'Interlabor'—16-22 June 1975
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MOSCOW:
Exhibition of Orthopedy—July/August 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

COPENHAGEN:
International Biophysics Congress and Exhibition—4-9 August 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400, Copenhagen (Tel. 01 34 01 11. Telex. 19524 BCSTC DK).

PARIS:
International Congress of the International Confederation for Plastic and Reconstructive Surgery—24-29 August 1975
Apply: R. Mouly, 40 rue Bichat, 75010 Paris.

BRUSSELS:
International Hospital amd Medical Equipment Exhibition—16-23 October 1975
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

1976

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—April 1976
Apply: Arbeitsgemeinschaft für Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

BRUSSELS:
International Optical Fair (Incof)—May 1976
Apply: R. Wilson, Esq., Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—October 1976
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

Jewellery and giftware

1975

COPENHAGEN:
Scandinavian Gold and Silver Fair '75—19-22 April 1975
Apply: Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen N.V. (Tel. (01) 340111).

GOTHENBURG:
Giftware Show (Pack Upp)—August 1975
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—3-8 September 1975
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—7-15 September 1975
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

1976

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1976
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

GOTHENBURG:
Giftware Show (Pack Upp)—January 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000. Telex. 20600 Maessan S).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1976
* Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen, 12 Messegelande, PO Box 12 10 09 (Tel. (089) 76 71-1).

HANOVER:
International Consumer Goods Fair (Interfachmesse '76)—14-18 March 1976
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1976
Apply: M. Bernhardt, 10 Rue Charlot, 75003 Paris (Tel. 272 26 94).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1976
Apply: M. Blin-Mme. Beax, 45 Rue des Petites-Ecuries, 75010 Paris (Tel. 770 81 15).

1977

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1977
* Apply: Munich Messe und Ausstellungsgesellschaft mbH, D-8000 Munchen, 12 Messegelande, PO Box 12 10 09 (Tel. (089) 76 71-1).

HANOVER:
International Consumer Goods Fair (Interfachmesse)—March 1977
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

Leather, leather goods and fur

1975

PIRMASENS:
Leather Week—13-15 May 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

PARIS:
Leathergoods and Luggage Exhibition—17-20 June 1975
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger 75003 Paris (Tel. 272 94 71).

OFFENBACH:
International Leather Goods Fair—August/September 1975
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—4-6 November 1975
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

1976

BRUSSELS:
International Leather Goods Exhibition—January 1976
* Apply: Cenem, Rue du Progress 34, B1000 Brussels.

PARIS:
Leathergoods and Luggage Exhibition—January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris (Tel. 272 9471).

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PIRMASENS:
Leather Week—May 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August/September 1976
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1976
Apply: Pirmasens Messe GmbH, 678 Pirmasens Dautelsbachstrasse 19 (Tel. 06331-851).

1977

FRANKFURT:
International Fur Fair—1977
* Apply: Frankfurter Rauchwaren Messe GmbH, 6 Frankfurt-am-Main 7, Bettinaplatz 1.

OFFENBACH:
International Leathergoods Fair—February/March 1977
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

OFFENBACH:
International Leathergoods Fair—August 1977
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

Motor vehicles, motor cycles and cycles

1975

TURIN:
Trade Fair of Spare Parts, Accessories, Machinery and Anciliary Equipment for the Automotive Industry—14-18 May 1975
* Apply: Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

GENEVA:
International Exhibition of Suppliers for the Vehicle Industry (SITEV)—27-31 May 1975
Apply: Secretarial General, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

MUNICH:
Winter Services Equipment Fair—4-7 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

GENEVA:
International Commercial Vehicle Show—January/February 1976
Apply: Secretariat Permanent, Case Postale 1211, 1200 Geneva.

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Office machinery and equipment

1975

VIENNA:
International Office Organisation Exhibition (Ifabo)—4-7 May 1975
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MILAN:
International Office Equipment Exhibition (SMAU)—16-21 September 1975
Apply: Secretary Organising Committee, C.50 Venezia 47/49, 20121 Milan.

STUTTGART:
Das Moderne Buro—September/October 1975
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

COPENHAGEN:
International Office Equipment Exhibition (Kontor 'Og Data '75)—25 September-2 October 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400, Copenhagen (Tel. 01 34 01 11. Telex. 19524 BCSTC DK).

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—October 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BERLIN:
Office Equipment Exhibition (Buro-Data)—15-18 October 1975
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MADRID:
International Office Equipment Fair (SIMO 15)—7-16 November 1975
Apply: Comite Organizador, Plaza Conde del Valle Suchil 8, Pabellon de Cristal, Feria del Campo, Madrid.

1976

DUBLIN:
Commercial Productivity Exhibition (Compex)—March 1976
Apply: ETA Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4.

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—September/October 1976
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRANKFURT:
Office Supplies Exhibition—October 1976
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

ZAGREB:
8th International Exhibition of Data Processing Systems and Office Equipment 'Interbiro '76'—18-23 October 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organisational Methods (BURO)—26-28 October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Packaging machinery and materials, including containers

1975

COPENHAGEN:
International Packaging Exhibition (Pak-Tek '75)—24-29 October 1975
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11, Telex 19524 BCSTC DK).

1976

ZAGREB:
7th International Packaging Fair (Modernpak)—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Packaging Exhibition (Macropak)—10-15 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
5th International Packaging Show (Propack)—22-26 May 1976
Apply: Palais du Centenaire, B-1020 Brussels, Belgium (Telex 26643).

DUBLIN:
Irish Packaging Exhibition—Autumn 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

GOTHENBURG:
Scanpack Packaging Fair—19-24 October 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

Pottery and glass

1976

HANOVER:
International Consumer Goods Fair (Interfachmesse)—14-18 March 1976
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

1977

HANOVER:
International Consumer Goods Fair (Interfachmesse) March 1977
Apply: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. 01-628 7050).

Printing, stationery and printing machinery

1975

AMSTERDAM:
Exhibition International Research Association for Newspaper Technology—13-15 October 1975
Apply: Secretariat, Washingtonplatz 1, Darmstadt, Brd.

1976

GOTHENBURG:
Reproduction, Printing, Paper Exhibition (Contact)—10-14 November 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

Scientific instruments and nuclear equipment

1975

GRENOBLE:
European Symposium of Powder Metallurgy—13-15 May 1975
Apply: Societe Francaise de Metallurgie, 47 rue Boissiere, F-75116 Paris.

BUCHAREST:
Exhibition of British Scientific Instrumentation—Autumn 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

AMSTERDAM:
HET Instrument Exhibition of Scientific, Medical and Industrial Instruments—24 September-2 October 1975
Apply: Secretariat, Coop Ver Het Instrument, Sparrenlaan 2, Soest.

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Ships and boats

1975

GOTHENBURG:
Floating Boat Show—19-22 September 1975
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—27 September-5 October 1975
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
Boat Show—8-16 November 1975
Apply: Copenhagen Boat Show Ltd., A/S Badstuestraede 8, DK-1209 Copenhagen K (Tel. (01) 114800).

ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MUNICH:
Caravan Boat and Accessories Exhibition—1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
International Swedish Boat Show—13-22 February 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

BERLIN:
International Boat Show and Watersport Exhibition—March 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZAGREB:
International Nautical Show (Internautika '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-485 1951).

GOTHENBURG:
Sea Transport and Shipbuilding Exhibition (Maritime)—12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000, Telex 20600 Massan S).

ATHENS:
International Shipping Exhibition—June 1976
Apply: Maritime Presentations Ltd., 71 Fleet Street, London E.C.4 (Tel. 01-353 3792).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centret, Hvidkildevej 64, DK-2400 Copenhagen (Tel. 01 34 01 11, Telex 19524 BCSTC DK).

Sports goods and camping equipment, including caravans

1975

NUREMBERG:
International Trade Fair for Hunting and Sporting Arms Requirements for Hunting and Fishing—25-28 April 1975
Apply: Flair Promotions International Apartment 1, 8 Grand Avenue, Hove, Sussex (Tel. 0273 775537).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MINSK:
Exhibition of Sports Articles and Equipment for their Manufacture—10-19 June 1975
Apply: The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

PARIS:
Summer Sports and Leisure Exhibition (Sisel)—14-16 September 1975
Apply: French Trade Exhibition, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Caravan Exhibition—2-12 October 1975
Apply: M. Rotival, 35 Rue des Renaudes. 75017 Paris (Tel. 267 39 44).

BERNE:
Trade Fair of Summer Sports Goods and Textiles (Bespo)—12-14 October 1975
Apply: Herr H. Anliker, Bespo (Intersport), Gerbestrasse 2, CH-3072, Ostermundigen.

BASLE:
1st International Show of Ski, Snow and Winter Sports (Snow '75)—25 October-2 November 1975
Apply: Swiss Industries Fair, Postfach, CH-4021 Basle/Switzerland (Tel. 061 32 38 50; (from 23 June 1975 061 26 20 20).

DUSSELDORF:
Mobilheim 1975—25 October-2 November 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
* Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

STUTTGART:
Motor Sport Leisure Exhibition—January/February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
International Sports Equipment Fair (ISPO)—February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
International Fair of Sports and Recreation Equipment (Sportex '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons with the 9th German Weapon Fair—7-11 May 1976
* Apply: CES (Overseas), Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)—September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris. (Tel. 267 3944)

1977

MUNICH:
International Sports Equipment Fair (ISPO)—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Textiles and textile machinery

1975

ZAGREB:
2nd International Textile Industry Fair—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Contract-Making on Textile Products (Kutex)—3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZAGREB:
3rd International Textile Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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Toys and games

1976

PARIS:
International Toy Exhibition—February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

NUREMBERG:
International Toy Fair—7-13 February 1976
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

1977

NUREMBERG:
International Toy Fair—February 1977
* Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

Watches and clocks

1975

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—26-29 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—3-11 May 1975
Apply: M. Lagrange, Parc des Expositions Planoise, 25-Besancon.

1976

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—May 1976
Apply: M. Lagrange, Parc des Expositions Planoise, 25-Besancon.

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware—April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1975

MOSCOW:
International Exhibition of Irrigation and Drainage—20-29 August 1975
Apply: The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow

PARIS:
Europrotection—16-19 September 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
Anti-Pollution Techniques and Equipment Exhibition—29 September-3 October 1975
Apply: Jacques Ch Deloy, Alpexpo, 38029 Grenoble, Cedex, France.

GOTHENBURG:
Scancorr (Anti-corrosion Fair)—10-14 November 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg. (Tel. 031 200 000. Telex 20600 Maessan S).

1976

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environnement-Expo)—15-18 June 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Other specialised fairs

1975

DUSSELDORF:
Undertakers Trade Fair—1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ZAGREB:
18th International Exhibition of Measuring and Control Techniques and Automation (Jurema)—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
5th International Fair of Transport, Communications and Mechanical Handling—21-27 April 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—24-28 April 1975
Apply: Ente Fiere Bologna, Piazza Costituzione, 6, 40128 Bologna.

AMSTERDAM:
International Fire Service Exhibition—29 April-3 May 1975
Apply: RAI Exhibition and Congress Centre, Europaplien, Amsterdam.

STUTTGART:
International Collectors' Fair for Weapons, Antiques, Coins and Other Rarities—7-11 May 1975
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZAGREB:
3rd International Fair of Public Utility Equipment—19-24 May 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COLOGNE:
Geodetic Week—22-27 May 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PARIS:
International Exhibition of Perfumery and Cosmetics Industry (Sicap)—26-31 May 1975
Apply: Sicap, 7 Rue Copernic, 75782 Paris—Cedex 16. (Tel. 553 86 30—704 20 71).

ROTTERDAM:
1st International Communications Exhibition—27-31 May 1975
Apply: Europort Exhibitions Ltd., 6-7 New Bridge Street, London EC4V 6AQ (Tel. 01-353 0054).

PARIS:
International Exhibition of Cinema Theatre and Convention Hall Equipment (Cisco)—13-18 June 1975
Apply: R. Buckle, 25 Berkeley House, 15 Hay Hill, London, W.1 (Tel. 01-493 5563).

BASLE:
International Exhibition for Pharmacists (Ipharmex)—19-22 June 1975
Apply: Swiss Industries Fair, Postfach, CH 4021, Basle, (Tel. 061323850; after June 1975 061262020).

THESSALONIKA:
3rd International Marble Fair—5-9 July 1975
Apply: Thessalonika International Fair, Thessaloniki, Greece.

SALONIKA:
World Veterinary Congress—6-12 July 1975
Apply: Professor E. Tsiroyannis, Aristotelian University, Box No. 112, Thessaloniki, Greece.

AMSTERDAM:
Commercial Exhibition of Crystallographic Equipment—7-14 August 1975
Apply: RAI, Europaplien, Amsterdam.

BRUSSELS:
International Energy Exhibition—September 1975
Apply: Brussels International Trade Fair, Palais du Centenaire, B-1020 Brussels.

AMSTERDAM:
National Trade Fair for Retail Spirit Dealers—7-8 September 1975
Apply: RAI, Europaplien, Amsterdam.

PARIS
Technical Assembly Days—9-12 September 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

CORK:
Packaging, Print and Plastic Exhibition (Corkpak)—23-25 September 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2. (Tel. 763247/8).

ZAGREB:
3rd International Exhibition of Teaching Appliances and Training Equipment (Educa)—6-11 October 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

GOTHENBURG:
Environmental Care (Scanmiljo)—November 1975
Apply: Svenska Massan Skanegaten 26, S-412-51 Goteborg, Sweden (Tel. 031 200 000).

GOTHENBURG:
Education and Training Equipment Exhibition (Utbildning)—11-14 November 1975
Apply: Svenska Massan Stiftelse, S-41251, Goteborg, Sweden (Tel. 031 200 000. Telex: 20600 Maessan S).

MUNICH:
International Exhibition of Technical Systems and Apparatus for Educational Purposes (Visodata)—11-14 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
7th International Exhibition of Tourism, Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
World Export Services Exhibition—24-28 November 1975
Apply: Mack-Brooks Exhibitions Ltd., 62-64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. St. Albans 63213).

PARIS:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—1-4 December 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Industrial Fastener Engineering Exhibition (Interfast)—1-5 December 1975
Apply: Exhibitions for Industry Ltd., 157 Station Road East Oxted, Surrey RH8 0QF (Tel. Oxted 4371, Telex: 95359).

1976

STUTTGART:
International Trade Fair for Hunting and Sporting Weapons—1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZURICH:
International Exhibition of Mechanised and Automation Production—January 1976
† Apply: Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

MUNICH:
Caravan, Boat and Accessories Exhibition—February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
4th International Mechanical Handling Exhibition (IFM '76)—25 February-4 March 1976
Apply: Swiss Industries Fair, Postfach, Basle, 4021, Switzerland.

UTRECHT:
Techni Show—22-27 March 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April 1976
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

ZAGREB:
6th International Mining Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRNO:
International Inventions and Innovations Exhibition (Invex)—16-27 May 1976
Apply: Fairs and Exhibition Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

ZAGREB:
3rd International Exhibition of Material Protection and Industrial Finish (Anticorrosion)—18-22 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
Information Show and Exhibition (Animals and Man)—22-30 May 1976
Apply: Swiss Industries Fair, 4021 Basle, Switzerland.

ESSEN:
International Security and Police Equipment Exhibition (Safety '76)—October 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
Caravan, Boat and Accessories Exhibition—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Roller Blind and Shutter Trade Fair (R75)—June 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Section 3

Trade fairs and exhibitions outside Europe

General fairs

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

TUNIS:
17th International Fair—16 May-1 June 1975
Apply: Foire International de Tunis, Esplanade Mohamed V, Tunis.

TEL AVIV:
International Trade Fair (Capital Goods)—May-June 1975
Apply: Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kern House, 36 Kingsway, London, W.C.2 (Tel. 01-405 9696).

WELLINGTON:
World Trade Fair—20 August-6 September 1975
Apply: Wellington Show Association Inc., PO Box 7105, Wellington, NZ.

BAGHDAD:
International Trade Fair—1-21 October 1975
* Apply: Directorate General of Exhibition, Fairs and Trade Centres, Damascus Street, Al-Mansour, Baghdad, Iraq.

GUATEMALA:
International Fair of Guatemala—31 October-16 November 1975
Apply: Comite Permanente de Exposiciones, Parque Centro-America, 8A Calle 2-33, Guatemala, C.A.

LIMA:
Pacific International Trade Fair—November 1975
Apply: L. Noya, 11-13 Baker Street, London, W.1 (Tel. 01-681 1539).

1976

SYDNEY:
Australian International Trade Fair—13-22 February 1976
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney, NSW 2000.

SYDNEY:
Royal Easter Show—March 1976
* Apply: Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Paddington, NSW 2021.

Agriculture, forestry, fishing, and agricultural machinery

1975

MYRTLEFORD:
Forest Industries Machinery Exposition—15-17 April 1975
Apply: The Australian Forest Industries Journal, 243 Elizabeth Street, Sydney, NSW 2000, Australia.

GJADALAJARA:
Agricultural and Cattle Show—19-26 April 1975.
Apply: Ing Hugo Barragan, Arpatado Postal 1-4473 Gjadalajara, Jalisco, Mexico.

SAO PAULO:
International Food and Agricultural Machinery Exhibition—4-13 July 1975
Apply: Alcantara Machado International, William Blake House, Marshall Street, London W1V 2AJ.

ADELAIDE:
Royal Agricultural and Horticultural Show—29 August-6 September 1975
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

SYDNEY:
Orange National Field Days—10-13 November 1975
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1976

TULARE:
California Farm Equipment Show—10-12 February 1976
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, PO Box 1475, Tulare, Cal. 93274.

LOUISVILLE:
National Farm Machinery Show—11-14 February 1976
Apply: Kentucky Fair and Exposition Centre, P.O. Box 21179, Louisville, Kentucky 4022.

KANSAS CITY:
Western Farm Show—February 1976
Apply: J. Keith Melvin, Bus Manager, 638 W. 39th Street, Kansas City, MO 64111.

ADELAIDE:
Royal Agricultural and Horticultural Show—27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

INDIANA:
Farm Progress Show—28-30 September 1976
Apply: Mr. McKinnie, Indiana Prairie Farmer, 1308 North Meridian Street, Indianapolis, Indiana 46202.

1977

TULARE:
California Farm Equipment Show—February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, P.O. Box 1475, Tulare, California 93274.

KANSAS CITY:
Western Farm Show—February 1977
Apply: J. Keith Melvin, Bus Manager, 638 W. 39th Street, Kansas City, MO 64111.

Books and periodicals

1975

JERUSALEM:
International Book Fair—April 1975
Apply: S. Zur Manager, The Jerusalem International Book Fair, 70 Jaffa Street, Jerusalem, Israel.

NEW YORK:
Annual Convention and Exhibition of American Booksellers Association Inc.—June 1975
Apply: 800 Second Avenue, New York, NY 10017.

Building, public works and construction equipment

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

Chemicals and allied industries, including plastics

1975

CLEVELAND:
American Chemical Society Division Rubber Chemistry—6-9 May 1975
Apply: C. M. Hofmann, General Tire and Rubber, Box 941, Plant 11, Akron, OH 44309.

MELBOURNE:
International Gas Chemical Exhibition—September 1975
Apply: Exhibition Trustees, Exhibition Building, Carlton, Victoria 3053.

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Robert T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

Clothing

1975

NEW YORK:
American Fashion Textile Exposition (Texpo '75)—June 1975
Apply: Bobbin Publications Inc., 1110 Shop Road, Columbia, South Carolina, SC 29202.

LOS ANGELES:
West Coast National Fashion and Boutique Show—24-27 August 1975
Apply: A. B. Larkin Esq., 50 Hunt Street, Watertown, Massachusetts 02172.

TOKYO:
3rd International Fashion Trade Fair—1-5 October 1975
Apply: Nihon Sen-I Shimbun Co. Ltd., Senba Central Building, 27, Hommachi 3-chome, Higashi-ku, Osaka, Japan 541. Tel. (06) 252 7431. Telex 63996.

1976

LOS ANGELES:
MRA Marketplace '76—12-15 February 1976
Apply: D. S. Corcoran, Menswear Retailers of America, 390 National Press Building, Washington, DC 20004.

Engineering, electrical and electronic, including radio and television

1975

TOKYO:
Japan Printed Circuit Association Show—June 1975
Apply: Japan Printed Circuit Association, Yoshida Building, No. 21, Shiba Kamiyacho, Minato-ku, Tokyo, Japan 105.

SYDNEY:
International Radio and Electronics Engineering Convention (IREE)—25-29 August 1975
Apply: The Institute of Radio and Electronics Engineers (Australia), 157 Gloucester Street, Sydney, NSW 2000.

SYDNEY:
'76 Sounds Fantastic' International Hi-Fi Exhibition—August 1975
Apply: IPC Exhibitions Pty. Ltd., 3-13 Chippendale Street, Chippendale, NSW.

SYDNEY:
Australian Hi-Fi Exhibition—5-7 September 1975
Apply: Australian Hi-Fi Publication Pty. Ltd., 13 Gondola Road, North Narrabeen, NSW.

1976

MELBOURNE:
International Control Electronics Telecommunication Instruments and Automation Exhibition—Cetia—7-11 June 1976
Apply: The Electronics Association of Australia, P.O. Box 259, Roseville, NSW 2069.

SYDNEY:
International Engineering Exhibition—20-25 September 1976
Apply: Thomsons Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, NSW, Australia 2008.

Engineering, other

1975

CLEVELAND:
American Welding Society Show—21-25 April 1975
Apply: Mr. E. Krisman, A.W.S. Incorporated, 2501 North West 7th Street, Miami, Florida.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

OSAKA:
International Welding Show—22-26 August 1975
Apply: Japan Welding Engineering Society, 10-17 1-chome, The Sanpo Inc., Tokyo 105.

USA:
Materials Engineering Exposition (The Metals Show)—October 1975
* Apply: Donald J. Walter, Metal Park, OH 44073.

CHICAGO:
World Energy Engineering Exposition and Congress—3-6 November 1975
Apply: Clapp and Poliak, Inc., 245 Park Avenue, New York, NY 10017.

1976

HALIFAX—CANADA:
International Power Transmission and Control Exhibition—30 August-3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—16-18 November 1976
Apply: Roy Wilson, Norman Keenan and Associates, Crown House, Morden, Surrey (01-540 1101).

USA:
American Surface Finishing Conference and Expo.—1976
Apply: Show organisers, 20501 Ford Road, Dearborn, Michigan 48128.

Foodstuffs, food machinery, hotel and catering equipment

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

BRISBANE:
Queensland Catering Trade Fair—19-23 May 1975
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney, NSW 2000.

LOS ANGELES:
Pacific Fine Food, Confectionery and Beverage Show—July 1975
Apply: Mr. T. Dohl, P.O. Box 866, Pasadena, California 91102.

MELBOURNE:
National Accommodation and Catering Exhibition and Seminar—11-13 August 1975
Apply: Suite 20, 553 St. Kilda Road, Melbourne 3004.

LOS ANGELES:
Pacific Coast Regional Hotel/Motel Exposition—16-19 August 1975
† Apply: Robert M. Riley, Suite 612, 448 S. Hill Street, Los Angeles, CA 90013

TOKYO:
International Restaurant Equipment Fair—1-4 September 1975
Apply: ISCM Japan Inc., Kokado Building, 1-13-18 Akasaka, 1-chome Minato-ku, Tokyo. Tel. 03 585 8321; Telex J 28887.

1976

SYDNEY:
International Catering trade Fair—5-9 July 1976
Apply: IPC Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, NSW, Australia 2008.

Footwear

1975

ATLANTIC CITY:
Footwear Manufacturing Conference Show—25-28 October 1975
Apply: Mrs. L. A. Collins, 1611 N. Kent Street, Arlington, Virginia 22209.

ILLINOIS:
National Shoe Fair of America—9-11 March 1975
Apply: The Sponsoring and Operating Associations of the National Shoe Fair of America, Delmonico Hotel, Suite 400, Park Avenue, 59th Street, New York, NY 10022.

Furniture, furnishings, household equipment and hardware

1975

MELBOURNE:
Australian Furniture Fashion Fair—6-13 April 1975
Apply: Victorian Guild of Furniture Manufacturers, 110 Jolimont Road, Jolimont, Melbourne 3002.

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

SYDNEY:
Furniture Exhibition—22-27 April 1975
Apply: N.S.W. Guild of Furniture Manufacturers, 1 King Street, Newton 2042, NSW.

MELBOURNE:
Hardware Trade Fair—2-4 September 1975
Apply: Hardware Retailers Association, 13 Atherton Road, Oakleigh, Victoria 3166.

SYDNEY:
Ideal Homes Exhibition—26 September-1 October or 3-8 October 1975
Apply: Peter Daniel and Associates and Hoyts National Exhibitions, 11 Clarke Street, Crows Nest, NSW.

1976

CHICAGO:
National Home Center Home Improvement 76 Congress and Exposition—14-17 March 1976
Apply: National Home Center/Home Improvement Congress and Exposition, 600 Talcott Road/Park Ridge, Illinois 60068.

Hospital, medical, surgical and dental equipment

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

BUENOS AIRES:
World Congress of Proctology—26-31 October 1975
Apply: Dr. Arturo Heidenreich, 'CEN', Corrientos 1115-2 piso, Buenos Aires, Argentina.

Jewellery and giftware

1975

MINNEAPOLIS:
Upper Midwest Allied Gifts Association—March -August 1975
Apply: Mr. Robert Elmore Executive Secretary, Upper Midwest Merchandise Mart Building, 800 Washington Avenue, N. Minneapolis, MN 55402.

MINNEAPOLIS:
Minneapolis Gift and Jewelry Show—March and August 1975
Apply: Mrs. Helen Brett Helen, Brett Enterprises Inc., 6E Monroe Street, Chicago, Illinois.

1976

NEW YORK:
Annual National Antique Show—February 1976
Apply: National Antique Shows Inc., 11 Warren Street, New York 10007.

Leather, leather goods and fur

1975

ST. LOUIS:
St. Louis Leather Show—1-3 October 1975
Apply: Mrs. Violet Yard, St. Louis Leather Show Inc., 529 North Holmes, St. Louis 63122.

Motor vehicles, motor cycles and cycles

1975

MELBOURNE:
Caravan and Camping Exhibition—29 April-4 May 1975
Apply: Caravan Trade and Industry Association, 65 Wellington Street, Windsor, Victoria 3181.

MINNEAPOLIS:
International Snowmobile Trade Show—May 1975
Apply: General Sports Show Inc., 3539 Hennepin Avenue, S. Minneapolis, MN 55408.

SYDNEY:
National Caravan and Outdoor Living Show—13-18 June 1975
Apply: Peter Daniel and Associates, 11 Clarke Street, Crows Nest, NSW 2000.

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Hills Place, London W1R 1AG
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CHICAGO:
International Truck and Equipment (Fleet Week)—23-27 June 1975
Apply: Henry Martin, Manager, 2 Pennsylvania Plaza, New York City, NY 10001.

SYDNEY:
Truck Expo '75—16-19 July 1975
Apply: Commercial Vehicles Industries Association, Silverwater Road, Auburn, NSW.

SYDNEY:
International Motor Show—29 August-6 September 1975
Apply: Chamber of Automotive Industries, 33 Riley Street, Potts Point, NSW.

MELBOURNE:
3rd International Motor Cycle Show—6-14 September 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SYDNEY:
'Transport in the years Ahead' and International Transport Conference—8-11 September 1975
Apply: The General Manager, World Trade Promotions Pty. Ltd., 4 Foster Street, Surrey Hills, NSW 2010.

MILWAUKEE:
Off-Highway Vehicle Exhibition—8-11 September 1975
Apply: Henry Martin, Show Manager, 2 Pennsylvania Plaza, New York City, NY 1000.

BOSTON:
National Tyre Dealers and Retreaders Association Convention—4-8 October 1975
Apply: W. C. Miller, Director of Services, 1434 'L' Street NW, Washington, DC 20005.

1976

MELBOURNE:
4th International Motorcycle Show—September 1976
Apply: Riddell Exhibition Promotions Pty., Ltd. Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

USA:
Off Highway Vehicle Exposition—September 1976
Apply: Educational and Technical Displays Department, SAE, 2 Pennsylvania Plaza, New York, NY 10001.

Office machinery and equipment

1975

MELBOURNE:
International Business Equipment Fair—May 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Packaging machinery and materials, including containers

1975

OSAKA:
International Packaging Exhibition (Japan Pack 75)—19-23 September 1975
Apply: Japan Packaging Machinery Manufacturers Association, 2nd Nano Bldg., 20-1, Nishishinbashi 2-chome, Minato-ku, Tokyo 105.

USA:
P.M.M.I. Packaging Converting Machinery Show—October/November 1975
• Apply: W. G. Lowery Packaging Machinery Manufacturers Institute, 2000 K Street, N.W., Washington, DC 20006.

CHICAGO:
National Plastics Exposition and Conference—November 1975
Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, NY 10017.

1976

SYDNEY:
Pakprint '76—May 1976
Apply: IPC Exhibitions Pty. Ltd., 3-13 Queen Street, Chippendale, NSW 2008.

Photographic equipment

1975

CHICAGO:
International Exposition of Professional Photography—20-24 July 1975
Apply: Professional Photographers of America Events Inc., 10901 Executive Way, Des Plaines, Illinois.

CANBERRA:
HYPO '75—6-9 September 1975
Apply: 1 McKenzie, Convenor HYPO '75 Committee Sixth National Biennial Convention Institute of Australian Photography, P.O. Box 29, Parkville 3052.

Printing, stationery and printing machinery

1975

TOKYO:
Japan Graphic Arts Exhibition—May 1975
Apply: Japan Graphic Arts Exhibition Committee, 571 Tokyo Kurabu Building, 2-6, 3-chome Kasumigaseki, Chiyoda-ku, Tokyo. Tel. 03580-0876/7.

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Apply: 481 University Avenue, Toronto, Ontario, NSW 147.

Scientific instruments and nuclear equipment

1975

SYDNEY:
Labtronex Exhibition—Scientific Instruments, Analytical and Research Equipment, Bio-Medical Engineering, Electronics, Scientific Teaching Aids, Laboratory Apparatus and Services—27-30 May 1975
Apply: The Executive Director, Labtronex '75, P.O. Box 259, Roseville, NSW 2069.

Ships and boats

1975

MELBOURNE:
The Herald National Boat Show—4-12 July 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

SYDNEY:
8th Sydney International Boat Show—8-13 August 1975
Apply: Peter Daniel and Associates, 11 Clarke Street, Crows Nest, NSW.

1976

BOSTON:
International Boat Show—7-15 February 1976
Apply: 715 Boylston Street, Boston, Mass. 02116.

MELBOURNE:
The Herald National Boat Show—July 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Sports goods and camping equipment, including caravans

1975

TOKYO:
11th International Trade Fair—21-30 April 1975
Apply: The Secretariat, Tokyo International Trade Fair Commission, 16-2, Harumi 4-chome, Chuo-ku, Tokyo, Japan.

CHICAGO:
American Fishing Tackle Manufacturers Association (Aftma) Trade Show—August 1975
Apply: American Fishing Tackle Manufacturers Association, 20 North Wacker Drive, Chicago, Illinois 60606.

MELBOURNE:
Sports and Hobbies Show—24-28 September 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., 541 St. Kilda Road, Melbourne 3004.

NEW YORK:
International Sporting Goods Fair—28-30 September 1975
Apply: The Sports Goods Manufacturers Association, 705 Merchandise Mart, Chicago, Ill 60654.

Textiles and textile machinery

1976

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition—May 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Toys and games

1975

TOKYO:
International Toy Fair—October 1975
• Apply: Japan International Toy Fair Association, 3-14-11 Kotobuki-Cho Taito-ku, Tokyo (Tel. 841 1275).

Other specialised fairs

1975

SYDNEY:
Premium Sales Promotion Incentive Show—20-25 April 1975
Apply: World Trade Promotions Pty. Ltd., 4 Foster Street, Surrey Hills, NSW.

PITTSBURGH:
American Mining and Environmental Convention—5-8 May 1975
• Apply: American Mining Congress, 11000 Ring Building, Washington, DC

NEW YORK:
Cosmo Expo—24-26 June 1975
Apply: National Expositions Co., 14 West 40th Street, New York, NY 10018.

SYDNEY:
Environmental Exhibition—2-6 July 1975
Apply: Mr. Roy D. Castle, Managing Director, Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah, NSW 2093.

MELBOURNE:
The Sun News—Pictorial Homes Show—August 1975
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

LAS VEGAS:
Conference of the International Association of Fire Chiefs—15-18 September 1975
Apply: international Association of Firechiefs, 1925 'K' Street North West, Washington, DC 20006.

NAGOYA:
22nd Woodworking Machinery and Equipment Fair—5-12 October 1975
• Apply: Chubu Woodworking Machinery Manufacturers Association, 5-36, Iwai Don Naku-ku, Nagoya, Japan.

SYDNEY:
International Exhibition of Metallic Corrosion—3-6 December 1975
Apply: Total Concept Exhibitions Pty. Ltd., 57 Ethel Street, Balgowlah, NSW 2065.

1976

CHICAGO:
Hobby Industry Convention and Trade Show—25-28 January 1976
Apply: Hobby Industry Association of America, 200 Fifth Avenue, Suite 1101, New York 10010

SYDNEY:
7th International Coal Preparation Congress—23-28 May 1976
Apply: 7th International Coal Preparation Congress, Box 3842 G.P.O., Sydney, NSW 2001.

WASHINGTON:
United States International Transportation Exposition (Transpo)—May/June 1976
Apply: U.S. International Transportation Exposition, 800 Independence Avenue SW, Washington, DC 20590.

MELBOURNE:
The Sun News—Pictorial Homes Show—25-31 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., Macquarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Overseas publicity for UK trade fairs

British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*.

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CANADA

FALL GIFT SHOW —
MONTREAL ... ...24th-28th August 1975

FOREST INDUSTRIES EQUIPMENT EXHIBITION —
OTTAWA... ... ... 17th-19th September 1975

FALL GIFT SHOW —
TORONTO ... ... 21st-25th September 1975

INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE & EXPOSITION —
TORONTO ... ... 29th September-1st October 1975

CANADIAN MINING & AGGREGATE EQUIPMENT EXHIBITION —
TORONTO ... ... 8th-10th October 1975

NATIONAL INTERIOR DESIGN SHOW —
TORONTO ... ... 4th-6th November 1975

WESTERN CONSTRUCTION MATERIALS & EQUIPMENT SHOW —
VANCOUVER... ... ... 18th-20th November 1975

CANADIAN NATIONAL BUSINESS SHOW —
MONTREAL ... ... November 1975

SPRING GIFT SHOW —
TORONTO ... ... 22nd-26th February 1976

SPRING GIFT SHOW —
MONTREAL ... ... 14th-18th March 1976

NATIONAL PETROLEUM SHOW —
CALGARY ... ... 8th-11th June 1976

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION —
VANCOUVER... ... ... June 1976

CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION —
TORONTO ... ... 13th-15th October 1976

NATIONAL INTERIOR DESIGN SHOW —
TORONTO ... ... November 1976

PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION —
VANCOUVER... ... ... November 1976

IRAN (Teheran)

ENERGY, PETRO-CHEMICAL ENGINEERING '75 —
(International Fair) ... ... 5th-11th May 1975
CONSTRUCTION '75 — (International Building & Construction Techniques & Equipment Exhibition) ...20th-25th June 1975
AGWA — FOOD — (International Agriculture, Water & Food Exhibition) ... ... 31st October-6th November 1975
MODERN TECHNOLOGY — ... 28th April-2nd May 1976
CAMPING & SPORT — ... ... 31st May-4th June 1976

IRAN-PACK — (International Packaging Fair)
... ... 23rd-28th June 1976
SAHO — (Sanitary and Household Appliances)
... ... 2nd-7th November 1976
IRANMED — (Medical and Hospital Supplies)
... ... 2nd-7th November 1976
MACHINE TOOLS & PRODUCTION EQUIPMENT —
(International Fair) ... ... 16th-20th November 1976

SPAIN

FERIA TECHNICA INTERNACIONAL DE LA MAQUINAREA AGRICOLA — (Agricultural Machinery Exhibition)
ZARAGOZA ... ... April 1976

U.S.A.

EUROPEAN FASHION FAIR —
The Statler Hilton Hotel
NEW YORK ... ...September/October 1975

CONTRACT MARKET PLACE — (Contract or Project Furniture, Furnishings & Decor Exhibition)
NEW YORK ... ... February 1976

SOUTH AFRICA

INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION —
Goodwood Show Grounds
CAPE TOWN ... ... 15th-18th April 1975

JUBILEE MEDICAL EXHIBITION —
University of Witwatersrand
JOHANNESBURG ... ... 14th-18th July 1975

INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION —
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 21st-25th October 1975

INTERNATIONAL PLASTICS & PRINTING EXHIBITION —
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 15th-19th June 1976

INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION —
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 19th-23rd October 1976

BELGIUM

INTERNATIONAL HARDWARE TRADE FAIR —
BRUSSELS ... ... 6th-9th October 1975

FOOD BUSINESS — BISCOCHOC — (International Food Industry Trade Fair)
BRUSSELS ... ... January 1976

HORESCA — (International Hotel & Restaurant Equipment Exhibition)
BRUSSELS ... ... January 1976

INCOF — (International Optical Fair)
BRUSSELS ... ... May 1976

For further information contact European Representatives Roy Wilson and Duda Carr at
NORMAN F. KEENAN & ASSOCIATES
Crown House Morden Surrey SM4 5EB England
Tel: 01-540 1101. Telex: 946726

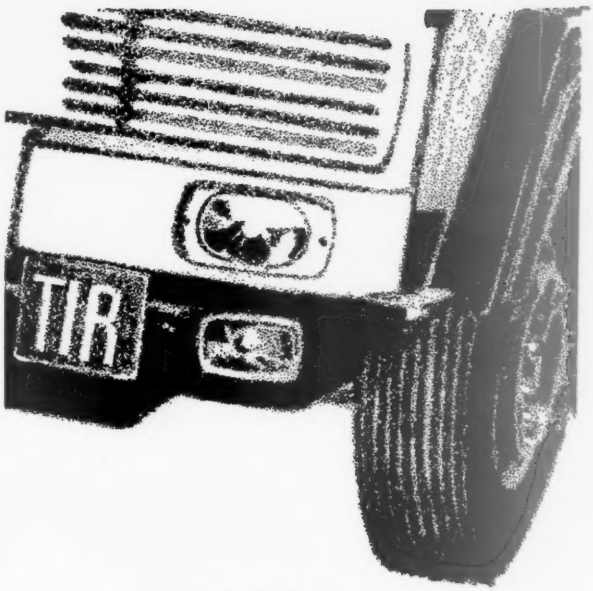
UNITED KINGDOM

DECOR INTERNATIONAL EXHIBITION — (The International Contract Furnishing & Interior Design Exhibition)
Olympia, LONDON ... ... 22nd-26th June 1975

SHOPEX '75 — (The Self-Service Display Equipment & Shopfitting Exhibition)
Hotel Metropole, BRIGHTON ... 26th-29th October 1975

DECOR INTERNATIONAL EXHIBITION — (The International Contract Furnishing & Interior Design Exhibition)
Olympia, LONDON ... ... 16th-20th May 1976

For further information contact
WESTBOURNE EXHIBITIONS LIMITED
Crown House Morden Surrey SM4 5EB England
Tel: 01-540 1101. Telex: 946726



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Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1975

BRIGHTON:
International Exhibition and Trade Fair—23-31 August 1975. At Metropole Exhibition Centre
• Apply: The Lawson Organisation, Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

Agriculture, forestry, fishing and agricultural machinery

1975

BELFAST:
Royal Ulster Annual Show and Industrial Exhibition—21-24 May 1975. At Balmoral Showground
• Apply: Royal Ulster Agricultural Society, King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET, SOMERSET:
Bath and West Show—28-31 May 1975. At Showground, Shepton Mallet
• Apply: Major The Lord Darling, DL, Bath and West and Southern Counties Society, The Showground, Shepton Mallet, Somerset BA4 6QN (Tel. 0749 3366)

MALVERN:
Three Counties Agricultural Society's Show—10-12 June 1975. At Showground
• Apply: Lyn M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel. (068) 45 61731).

INGLISTON:
Royal Highland Show—17-20 June 1975. At Ingliston, Newbridge, Midlothian
• Apply: T. W. M. Alder, Secretary, Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NB (Tel. 031-334 2286).

NEW COSTESSEY, NORWICH:
The Royal Norfolk Show—25-26 June 1975. At Showground, Dereham Road
• Apply: B. Shelley, Secretary, Royal Norfolk Agricultural Association, Showground, Dereham Road, New Costessey, Norwich, Norfolk NOR 45J (Tel. (060) 55 2000).

KENILWORTH:
The Royal Agricultural Show—30 June-3 July 1975. At Agricultural Centre, Stoneleigh
• Apply: The Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwickshire CV8 2LG (Tel. (0203) 56151).

HARROGATE:
Great Yorkshire Show—8-10 July 1975. At Showground
• Apply: R. G. G. English, Secretary General, Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Tel. (0904) 23166).

BUILTH WELLS:
Royal Welsh Show—22-24 July 1975. At Builth Wells, Llanelwedd
• Apply: J. A. George, Esq., FRAgS, DBHS, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Tel. Builth Wells 3683).

KENILWORTH:
International Dairy Farming Event—17-18 September 1975. Agricultural Centre, Stoneleigh
• Apply: Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—1-5 December 1975. At Earls Court. PLEASE NOTE CHANGE OF DATES
• Apply: Smithfield Show Joint Committee, Exhibition Department, S.M.M.T. Ltd., 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Building, public works and construction equipment

1975

LONDON:
International Building and Construction Exhibition—INTERBUILD—12-21 November 1975. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951)

Chemicals and allied industries, including plastics

1975

LONDON:
O.C.C.A. 27th Technical Exhibition—22-25 April 1975. At Olympia
• Apply: Oil and Colour Chemists Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

Clothing

1975

HARROGATE:
MAB Convention and Exhibition—21-24 September 1975. At Exhibition Centre
• Apply: K. E. Smith, Director, Menswear Association of Britain Ltd., Palladium House, 1/4 Argyll Street, London W1V 2HR (Tel. 01-734 6865).

LONDON:
33rd Presentation of Children's and Teenage Fashions—13-16 October 1975, at R.H.S. New Hall, Westminster
Apply: Teenage, Infants' and Girls' Fashion Fair Organisation, 81 Wimpole Street, London W1M 7DB (Tel. 01-935 2915).

LONDON:
47th Junior Fashion Fair—13-16 October 1975. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833).

Display and shop equipment

1975

LONDON:
INTERSHOP—Shop and Display Equipment Exhibition—18-21 May 1975. At Olympia
• Apply: Shop and Display Equipment Association, 18 Croydon Road, Caterham Surrey CR3 6YR (Tel. (22) 48911/2).

BRIGHTON:
SHOPEX—Self Service Display Equipment and Shopfitting Exhibition—26-29 October 1975. At Metropole Exhibition Centre
• Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101). **PLEASE NOTE CHANGE OF DATES**

Engineering, electrical and electronic, including radio and television

1975

LONDON:
Sonex Europe '75, scheduled to take place 23-27 April 1975, has been POSTPONED. New dates to be announced later
• Apply: British Audio Promotions Ltd., Sonex Exhibition Office, 414a Edgware Road, London W2 1ED (Tel. 01-402 9145).

LONDON:
London International Electronic Component Show—13-16 May 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Television and Radio Trade Show Week—18-22 May 1975. At various London Hotels
• Apply: British Radio Equipment Manufacturers Association, 20th Century House, 31 Soho Square, London W1V 5DG (Tel. 01-734 7471).

LONDON:
Microforum International Exhibition—17-20 June 1975. At West Centre Hotel
• Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

MANCHESTER:
The Lighting Exhibition—20-24 July 1975. At City Hall
• Apply: J. L. Tengwall, Decorative Lighting Association, Tyn-Pwll Moelfre, Anglesey, North Wales LL72 8LN (Tel. (0248) 88 396. **PLEASE NOTE CHANGE OF DATES**

BRIGHTON:
International Electronic and Production Equipment Exhibition—INTER/NEPCON—14-16 October 1975. At Metropole Exhibition Centre
• Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey (Tel. 01-390 0281).

LONDON:
International Audio Festival and Fair—20-26 October 1975. At Olympia
• Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

MANCHESTER:
National Automated Production Exhibition—APEX—10-14 November 1975. At Belle Vue, Manchester
• Apply: Exhibitions For Industry, 157 Station Road East, Oxted, Surrey RH8 0QF (Tel. 988 4371).

Engineering, other

1975

LONDON:
International Welding and Metal Fabrication Exhibition—21-26 April, 1975. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LEICESTER:
Midlands Engineering Exhibition—MEX '75—6-9 May 1975. At Granby Halls
• Apply: Pall Mall Exhibitions Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2423).

GLASGOW:
6th International Materials Handling Exhibition—19-24 May 1975. At Kelvin Hall
† Apply: John R. Whall, Turret Press Ltd., 886 High Road, Finchley, London N12 9SB (Tel. 01-446 2411).

LONDON:
International Power Transmission Engineering Exhibition—2-6 June 1975. At Olympia
† Apply: Engineers Digest, 120 Wigmore Street, London W1H 0AS (Tel. 01-935 9357).
PLEASE NOTE THIS EXHIBITION HAS BEEN CANCELLED

MANCHESTER:
National Wire Exhibition—2-6 June 1975. At Belle Vue
Apply: Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Hertfordshire AL1 3XT (Tel. 56 63213).

LONDON:
Control and Instrumentation Exhibition—2-4 September 1975. At West Centre Hotel
† Apply: Commercial Exhibitions and Publications Ltd., Exhibition Division, Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LONDON:
Dust Control and Air Cleaning Exhibition and Conference—16-19 September 1975. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon, Surrey CR9 1LB (Tel. 01-686 6339).

LONDON:
International Filtration and Separation Exhibition and Conference—FILTECH—16-19 September 1975. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katharine Street, Croydon, Surrey CR9 1LB (Tel. 01-686 6339).

Foodstuffs, food machinery, hotel and catering equipment

1975

LONDON:
Licensed Victuallers Trade and Catering Exhibition—21-24 April 1975. At Alexandra Palace, Wood Green
* Apply: The Morning Advertiser, 57 Effra Road, Brixton, London SW2 1DA (Tel. 01-733 3186).

HARROGATE:
National Meat Trades Fair—5-7 May 1975. At Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
Delicatessen International Exhibition—12-15 May 1975. At R.H.S. New Hall, Westminster
† Apply: Delicatessen Exhibitions Ltd., 21 Park Square East, Regent's Park, London NW1 4LH (Tel. 01-935 8200).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition—CTN—20-23 May 1975. At Earls Court
* Apply: Retail Confectioners Association Publications and Exhibitions Ltd., Ashley House, Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

LONDON:
9th International Exhibition for the Food and Allied Industries—Foodpack International—16-19 September 1975. At Earls Court
† Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

LONDON:
International Bakers and Confectioners Exhibition—INTERBAKE—21-26 October 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1976

LONDON:
International Hotel and Catering Exhibition—HOTELYMPIA—14-21 January 1976. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
International Brewing, Bottling and Allied Trades Exhibition—BREWEX—29 March-2 April 1976. At Earls Court
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Furniture, furnishings, household equipment and hardware

1975

LONDON:
Decor International '75—International Contract Furnishing and Interior Design Exhibition—22-26 June 1975. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey SN4 5EB (Tel. 01-540 1101).

MANCHESTER:
The 1975 British Furniture Manufacturers Exhibition—11-14 August 1975. At Belle Vue and City Hall
* Apply: British Furniture Manufacturers Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

HARROGATE:
The Northern Floor Coverings Fair—2-5 September 1975. At Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

HARROGATE:
International Domestic and Contract Textiles Exhibition—2-6 November 1975. At Exhibition Centre
* Apply: Exhibition Managements Ltd., 156 Mortlake Road, Kew, Surrey TW9 4LP (Tel. 01-876 8661).

Handicrafts

1975

LONDON:
23rd International Handicrafts and Do-It-Yourself Exhibition—23 August-6 September 1975. At Olympia
* Apply: A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (Tel. 01-686 2599).

Hospital, medical, surgical and dental equipment

1975

BRIGHTON:
18th International Congress and Exhibition on Occupational Health—14-19 September 1975. At Metropole Exhibition Centre
Apply: Conference Services Ltd., 43 Charles Street, Mayfair, London W1X 7PB (Tel. 01-499 1101).

LONDON:
British Dental Trade Association Exhibition—23-28 September 1975. At Alexandra Palace, N22
Apply: The Organising Secretary, British Dental Trade Association, 14 Clifford Street, London W1X 1RD (Tel. 01-493 0844).

Jewellery and giftware

1975

LONDON:
7th International Gifts Fair—London—17-21 August 1975. At Earls Court
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
17th Wholesale Buyers' Gift Fair—23-27 November 1975. At Mount Royal Hotel, Marble Arch
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

1976

GLASGOW:
Scottish Gift Fair—8-12 February 1976. At Kelvin Hall
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1975

LONDON:
Leather Expo '75—6-8 May 1975. At Earls Court
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1975

LONDON:
International Motor Exhibition '75—15-25 October 1975. At Earls Court
* Apply: The Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

GLASGOW:
1975 Scottish Motor Show—7-15 November 1975. At Kelvin Hall
† Apply: Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

Music and musical instruments

1975

LONDON:
British Musical Instrument Trade Fair—17-21 August 1975. At Bloomsbury Centre
* Apply: D. A. Michell, Secretary, The Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (Tel. 01-428 4700).

Office machinery and equipment

1975

LONDON:
Business Efficiency Exhibition—1-8 October 1975. At Olympia
† Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

Printing, stationery and printing machinery

1975

LONDON:
British National Printing Machinery Exhibition—2-6 June 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1976

LEEDS:
Northern Printing Exhibition—NORTHPRINT '76—23-26 March 1976. At Queens Hall
† Apply: Marketing Exhibitions Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

Sports goods and camping equipment, including caravans

1975

LONDON:
International Caravan and Camping Show—6-16 November 1975. At Earls Court
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—9-12 November 1975. At R.H.S. Halls, Westminster
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

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Watches and clocks

1975

LONDON:
International Watch and Jewellery Trade Fair—14-18 September 1975. At Royal Lancaster Hotel
* Apply: Gay MacGoey, Exhibition Manager, Watchmaker, Jeweller and Silversmith, 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3636).

Other specialised fairs

1975

HARROGATE:
1975 British Pet Trade Fair—20-22 April 1975. At Exhibition Centre
* Apply: John Yates Publications, Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
International Vending Exhibition—AVAB—5-8 May 1975. At Olympia
† Apply: Automatic Vending Association of Britain, 31 Great Queen Street, London WC2B 5AA (Tel. 01-242 1446).

HARROGATE:
International Industrial Safety Trade Exhibition—20-22 May 1975. At Exhibition Centre
* Apply: Royal Society for the Prevention of Accidents, Royal Oak Centre, Brighton Road, Purley, Surrey CR2 2UR (Tel. 01-668 4272).

LONDON:
Grosvenor House Antiques Fair—11-21 June 1975. At Grosvenor House, Park Lane
* Apply: Miss M. Fox, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

LONDON:
INTER NAVEX '75—Audio Visual Aids Exhibition—8-11 July 1975. At Olympia
* Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
International Fire Exhibition and Conference—28 July-1 August 1975. At Olympia
Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

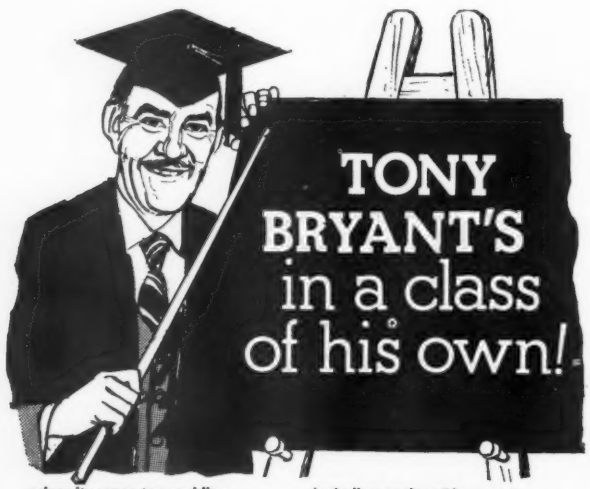
HARROGATE:
25th Northern Antique Dealers' Fair—11-18 September 1975. At Royal Baths Assembly Rooms
* Apply: Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford BD3 9RE (Tel. (0274) 23223).

ABERDEEN:
Offshore Europe '75—16-19 September 1975. At Aberdeen University
† Apply: Miss E. Barker Bennett, Offshore Services, 2 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (Tel. 01-549 3181).

LONDON:
IWIE—The International Woodworking Industries Exhibition—2-6 December 1975. At Olympia
† Apply: Woodworking Industries Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

UK businessmen going overseas*

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.



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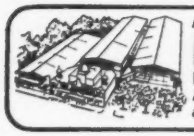

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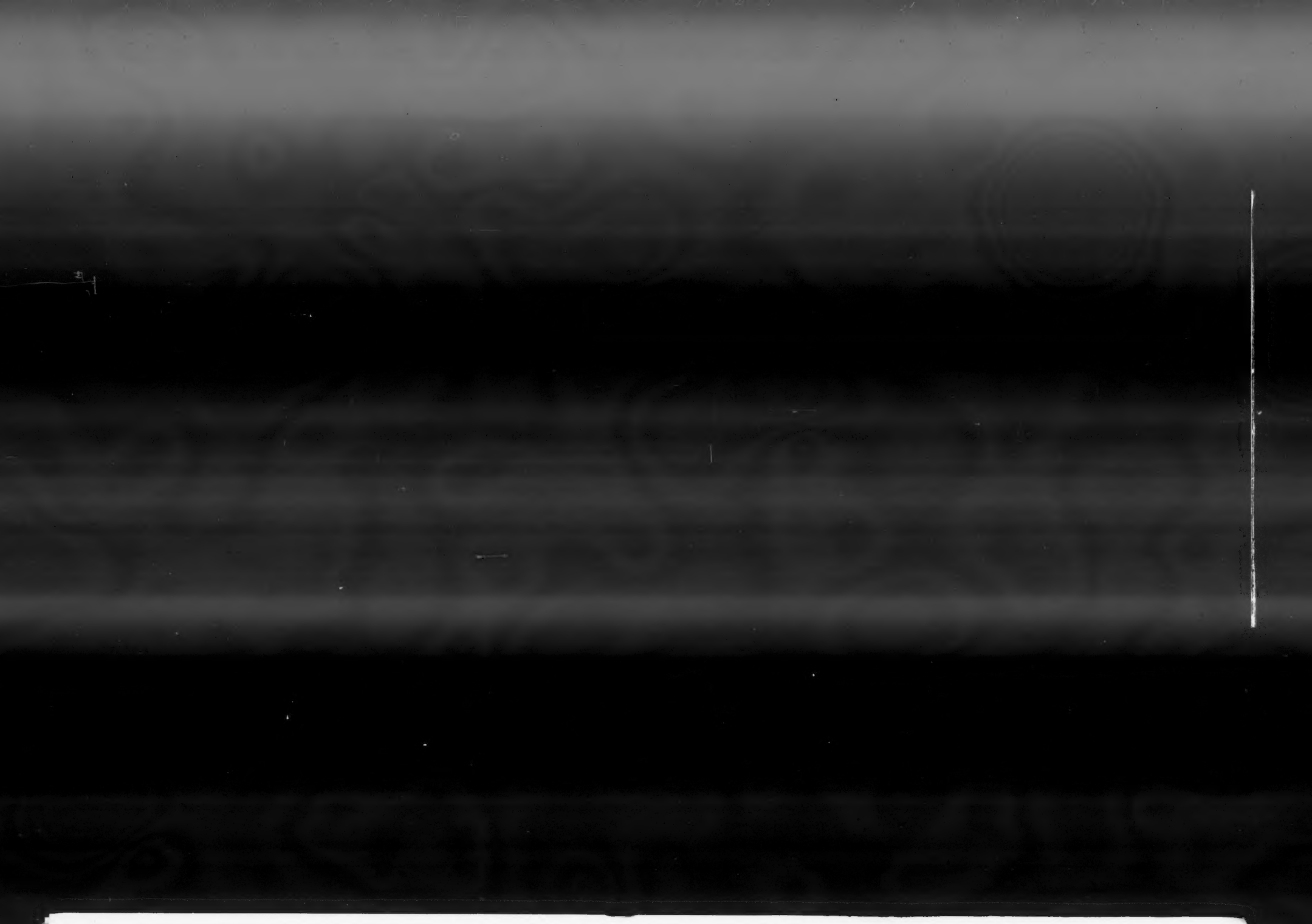

Britain attracts visitors at Leipzig Spring Fair

GDR Party and Government leaders visited a British official stand during their opening tour of the Fairground. **TOP**: British Ambassador H. B. C. Keeble (extreme right) welcomes the party. (From left to right: Herr Sindermann, Chairman of the Council of Ministers; Herr Honecker, First Secretary of the SED; Herr Stoph, Chairman of the State Council; Dr. Beil, Deputy Minister of Foreign Trade). **LOWER**: The SIMA joint venture stand was an outstanding success and was visited by GDR Ministers and officials. R. Owen, Pye Unicam, and L. Nolder, SIMA Exports Secretary (left) greet (left to right) Herr Sindermann, Herr Honecker, Herr Stoph and (partly hidden) Dr. Beil. **IMMEDIATELY ABOVE**: **Left**: Herr Sölle, GDR Minister of Foreign Trade is shown some applications of a British milling machine during his visit to a stand on the group exhibit sponsored by the BOTB and the Birmingham Chamber of Commerce. **Centre**: Dr. Beil (right) visits the London Building Centre joint venture where R. E. Craven of Craven-Fawcett Ltd. explains on a working model the special features of his firm's equipment. **Right**: Herr Stubenrauch, GDR Deputy Minister for Science and Technology (second from right) visited the SIMA joint venture stand. He is seen here with Herr Fischer of the GDR Ministry of Science and Technology (extreme left) on the Joyce Loebl stand.

Trade Information

Nigeria's Third National Development Plan 1975–80: massive investment programme and fourfold increase in imports

On 1 October 1974 – Nigeria's independence day – General Gowon announced the framework of the Third National Development Plan 1975-80. A synopsis of his announcement was published in *Trade and Industry* on 24 October 1974. On 29 March 1975 the plan was formally launched by General Gowon and a Special Launching Edition has been issued; the general edition will follow shortly.

The total effective investment programme for the five-year period remains at N30,000 million (about £20,000 million) divided two-thirds public sector and one-third private sector. The total capital expenditure programme, which may overrun the five-year period, amounts to N45,730 million (about £31,000 million).

When launching the plan, General Gowon reviewed its main sectors, bringing up to date and expanding his statement of 1 October last. A summary of his review of the capital expenditure programme follows below. It shows the vast and wide-ranging expansion of the Nigerian economy that is planned. Fulfilment of the plan will depend largely on imports from abroad, both of goods and of technical and managerial expertise and training. In this connection the following points are relevant :

Imports are projected to increase in value from about N1,640 million in 1974-5 to N7,085 million in 1979-80 Fiscal policy during the period will be to continue to liberalise imports.

When introducing the Federal Budget for 1975-6 on 31 March, General Gowon announced further relaxations of exchange control restrictions. He said that Nigeria would return to normal international commercial practice whereby payments for imports at shipment will become the rule and prepayments on the basis of letters of credit will be allowed. The impact of this would be that Nigeria's imports would henceforth be financed through bank credits raised at lower interest rates from the domestic money market and imports would be paid for promptly.

In launching the plan General Gowon said. 'In recognition of our own manpower inadequacies all relevant Government agencies have been instructed to relax as appropriate the regulations governing the granting of expatriate quotas in areas where Nigerians with requisite training and experience are not available. It is however important for foreign business interests to ensure that they recruit and train Nigerians for responsible positions in their organisations.'

Plan summary

The investment programme is 10 times as large as that of the Second Development Plan and the projected rate of economic growth is about double the average rate experienced since independence in 1960.

During the plan period, GDP is projected to grow at an average annual real rate of growth of 9.5 per cent. Apart from agriculture, economic growth will be led by those sectors where the planned public sector investment programme is concentrated; including education, power, health and manufacturing industry in which average growth rates during the plan period are projected to be around 20 per cent per annum. On the basis of this growth performance, per capita income in current prices is expected to rise from about N205 in 1974-5 to about N371 in 1979-80.

The total effective investment programme for the five-year period is projected to amount to N30,000 million (about £20,000 million), divided two-thirds public sector and one-third private sector. (The nominal capital expenditure programme is N45,730 million – public sector N32,860 million, private sector N12,870 million but allowance is made for delays in disbursement of funds and the restraints imposed by procurement problems, the need to mobilise technical know-how, etc.)

A summary of some of the major projects sponsored by the Federal and State Governments, local authorities, statutory corporations and State-owned companies in the various sectors is given below (figures based on nominal investment programme) :

Agriculture – N2,200 million (6.7 per cent of public sector capital programme).

Crops – N1,646 million. Special emphasis on National Accelerated Food Production Programme (N29 million). Tree crop strategy includes the development of modern plantations and the provision of processing facilities (N32 million). Farm inputs : fertiliser, pesticides, farm mechanisation and farm credit (N235 million). Infrastructure development : irrigation, soil conservation, land use survey, grain storage and marketing (N429 million).

Livestock – N344 million. Expanded beef production : 13 new ranches to be established with an annual output of 32,500 cattle head. Three new dairy cattle breeding centres with a stock capacity of 720 head. Poultry development aimed at producing 144,000 dozen table eggs and 3.9 million hatched chicks annually.

Forestry – N109 million. Forest plantation development schemes covering 360,000 hectares of land for the production of sawnwood and pulpwood, fuelwood, tannin and gum arabic.

Fishery – N102 million. Production target of 1.2 million metric tons by 1980. Government participation in direct production through the Nigerian National Fish Company and the Nigerian National Shrimp Company.

Mining – N2,680 million (8.2 per cent).

Coal – N72 million. Establishment of coal carbonisation plant (N29 million). Expansion of Enugu coal mine (N23 million).

Oil – N2,532 million. Improvement of distribution network, including construction of pipelines, depots, terminals and the acquisition of a tanker fleet (N838 million). Direct exploration activities of the NNOC, both onshore and offshore (N270 million). Government equity participation and investment in producing companies (N1,159 million).

Industry – N5,316 million (16.2 per cent).

Iron and steel – N1,041 million. Blast furnace complex at Ajaokuta with a production capacity of 1.5 million tons (N800 million). Establishment of two direct reduction iron and steel plants each producing up to 500,000 tons annually.

Cement – N170 million. Expansion of existing plants at Ukpilla, Sokoto and Calabar from a combined capacity of 400,000 tons to 1.3 million tons. New factories will be established at Ashaka, Yander and Shagamu each with an initial capacity of 600,000 tons.

Pulp and paper – N330 million. Expansion of existing mill at Jebba to a capacity of 60,000 tons. In addition, two new mills will be established: the first, at Iwopin, will produce 60,000 tons of fine and cultural paper initially, later increasing to 100,000 tons; the second, at Calabar, will produce 100,000 tons of newsprint annually.

Petrochemicals – Establishment of complex near Port Harcourt for the production of ethylene, polyethylene, chlorine, caustic soda, etc. (N300 million).

Fertiliser – Nitrogenous fertiliser plant to produce 450,000 tons of ammonia and 260,000 tons of urea annually (N70 million).

Refineries – New refineries to be established at Warri and Kaduna with capacities of 100,000 bpd and 70,000 bpd respectively. Expansion of existing refinery at Port Harcourt to a capacity of 75,000 bpd. (Total output of these projects – N355 million.) In addition, two export refineries each with a capacity of 300,000 bpd are to be developed.

Liquefied natural gas – Establishment of two LNG plants, each of 1 million cubic feet per day capacity.

Power – N1,061 million (3.2 per cent).

Programme for generating 1,050 megawatts additional capacity by 1980, including Sapele Thermal Plant (N115 million), Afam power station extension (N12 million), Delta No 2 Thermal Plant (N2 million) and Eket power station (N3 million). Four additional generating units with a combined capacity of about 440 megawatts will be installed at Kainji (N25 million): other hydro-electric power stations will be developed at Shiroro, Jebba, Gongola and Ikom (N236 million).

Improvement of existing transmission and distribution facilities, including additional 3,144 kilometres of 330 kV and 2,272 kilometres of 132 kV transmission lines (N90 million).

Transport – N7,303 million (22.2 per cent).

Roads – N5,340 million. New Federal road projects involving the construction of 6,195 kilometres of road length (N2,045 million). Asphalt overlay covering 2,993 kilometres of Federal roads (N134 million). State Governments' road programmes involving 19,166 kilometres of secondary and feeder roads scheduled for full construction or improvement (N984 million).

Railways – N885 million. Reconstruction of track system to standard gauge: 960 kilometres scheduled to be completed during Plan (N714 million). Purchase of 15 main-line locomotives, 12 shunting locomotives, 100 passenger coaches and 1,000 goods wagons (N35 million).

Shipping – N118 million. Acquisition by the Nigerian National Shipping Line of 20 new vessels, including 14 conventional/combo/container ships.

Ports – N322 million. Development programme including Lagos/Apapa Port project (N75 million), New Ocean Terminal – the first stage of the development of an alternative port to Lagos (N40 million), Warri and Calabar Ports (N27 million), Port Harcourt (N40 million) and Port of Koko (N14 million).

Communications – N1,339 million (4 per cent).

Telecommunications – N1,107 million. Automatic telephone exchanges in 51 main centres and in many rural locations involving the installation of 500,000 additional lines (N399 million). Expansion of the existing microwave radio system (N304 million). Programme of external line plants (N214 million).

Postal services – N159 million. Construction of 622 post offices and associated facilities and the purchase of 525 additional mail transport vehicles.

External telecommunications – N73 million. Major projects include a second antenna at Lanlate communications satellite earth station (N2 million); second satellite earth station (N8 million); West African submarine cable (N6 million); and international telephone switching centres (N6 million).

Education – N2,464 million (7.5 per cent).

Primary – The Universal Primary Education programme will require the construction of about 151,000 classrooms by 1980 and other ancillary facilities such as libraries, handicraft centre, etc. (N300 million). Teacher training programme tied specifically to UPE (N200 million).

Secondary – Creation of 800 additional schools (N979 million).

Technical – Expansion of Yaba College of Technology (N13 million) and establishment of three new Colleges of Technology (N35 million). In addition, colleges of technology will be established in 10 of the 12 States (N140 million).

Higher – In addition to the expansion of existing Universities, a total of four new Universities will be established by the Federal Government: the aim is to achieve the Plan target University enrolment of 53,000 by 1980 (N252 million).

Health – N760 million (2.3 per cent).

Federal hospital programmes (N200 million) includes the expansion of Teaching Hospitals and the take-over of existing ones: 6,000 additional beds will be created. Hospital projects also include the establishment of a 250-bed Federal Government Hospital in Lagos (N6 million).

Basic Federal Heath service programmes, including malaria eradication and the establishment of epidemiological units (N51 million).

Training of para-medical personnel – nurses, midwives, health sisters, etc. (N29 million).

Pharmaceutical and drug manufacturing laboratories, medical stores and other supporting services, both Federal and State (N64 million).

Information – N380 million (1.2 per cent).

Radio and television – N239 million. Reorganisation and expansion of the Nigerian Broadcasting Corporation. Provision of countrywide colour television coverage through the use of a Domestic Rebroadcast Satellite (N122 million). Extension of the external service of the NBC (N8 million).

Implementation of National Library Programme, including Lagos headquarters and four State branches (N16 million).

Expansion of Federal Government Press (N5 million). Establishment of the Federal Government Newspapers Corporation

(N1 million) and the Nigerian National News Agency (N1 million).

Regional development – N4,143 million (12.6 per cent).

Water supply – N930 million. Lagos Water Supply Scheme Phase 2, designed to raise capacity from 45 to 100 million gallons a day by 1980 (N33 million). Other important urban projects include those of Kaduna, Greater Kano, Ilorin, Jos-Bukuru and Maiduguri.

Sewage – N429 million. Implementation of the Lagos central sewerage and storm water drainage-system (N52 million).

Housing – N1,836 million. The dominant project in this sub-section is the Federal Government housing programme involving direct construction of low rental dwelling units. A minimum of 60,000 additional units, mainly for low and middle income groups in various locations throughout the country will be built during the Plan period (N1,500 million).

Town and country planning – N755 million. The bulk of expenditure will go on urban roads (N118 million).

Defence and security – N3,356 million (10.2 per cent).

Defence
Barracks – N485 million.
Arms and equipment – N854 million.
Transport :

Vehicles (Army) – N546 million
Aircraft and hangars (Air Force) – N532 million
Vessels (Navy) – N115 million

Police
Barracks – N161 million.
Arms and equipment – N20 million.
Transport :

Vehicles – N36 million
Aircraft – N2 million
Launches – N4 million
Police Highway Patrol – N11 million.

Prisons
Officers' Quarters and Barracks – N42 million
Prisons development – N68 million
Support programme, including prison farms, etc. – N32 million.

General administration – N1,124 million (3.4 per cent).

Mainly for the construction of administrative buildings and residential accommodation. A new State House will be built at Victoria Island (N20 million). Seven new fire stations will be established (N15 million).

The sectoral composition of the private sector nominal investment programme is as follows (figures N million) :

Agriculture	1,326
Mining	1,200
Manufacturing	3,000
Construction	3,680
Distribution	1,514
Road transport	900
Other services	1,250
Total	12,870

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UK and Polish Trade Ministers aim to double Anglo-Polish trade

Peter Shore, Secretary of State for Trade, visited Warsaw recently to see how trade and co-operation between Britain and Poland could be increased even further – already Poland is Britain's largest market in Eastern Europe (including the USSR) and Britain is an important customer for Polish exports. The Secretary of State also wanted to see how British industry could take advantage of the many new opportunities presented by the rapid expansion of the Polish economy.

Mr. Shore, who was in Warsaw as guest of the Polish Minister for Trade and Shipping, Mr. Jerzy Olszewski, also had discussions with the Polish Prime Minister, Mr. P. Jaroszewicz and with Ministers, responsible for Machine Building and Chemical Industry.

Mr. Shore and Polish Ministers decided that both Governments should aim at an orderly and balanced progress towards a doubling of Anglo-Polish trade and at a progressive and continuing increase in the longer term. Some detailed aspects of Anglo-Polish trade and co-operation were discussed and a summary of the main points from the record of the discussions is reproduced below.

Doubling of trade envisaged

During the talks, which were held in a frank and friendly atmosphere, Mr. Shore and the Polish Ministers discussed the development of economic relations between the United Kingdom and Poland in recent years. They expressed great satisfaction with the increase in trade and co-operation between their two countries which had already taken place to their mutual benefit, and expressed the belief that negotiations already under way between the companies and enterprises of the two countries held out solid prospects for an even greater expansion in the future. Their first aim was to double their present trade on the basis of an harmonious and balanced development; and in particular to improve the structure of Polish exports. They further considered that in view of the rapid development of the Polish economy, and taking account of the prospects for improvements in the British economy, a progressive and continuing increase in two-way trade should be expected in the longer term.

Co-operation

The two sides took the view that the Long Term Agreement on the Development of Economic, Industrial, Scientific and Technical Co-operation concluded between the two Governments on 20 March 1973 had had a significant effect in bringing about these better results by focusing the attention of the companies and enterprises of the two countries on the possibilities for mutually advantageous co-operation. They expressed particular satisfaction at the conclusion in September 1974 of the contract between Massey Ferguson Perkins and Agromet-Motoimport for co-operation in the field of tractor production.

In further considering the question of co-operation between the two countries in the field of coal production the two sides welcomed the visit to Poland a few days later of the Chairman of the UK National Coal Board, Sir Derek Ezra, and expressed the belief that closer contacts of this kind would materially assist the development of closer links of co-operation between their two countries.

The two sides particularly noted that there were new and interesting opportunities for further co-operation in the fields

of agriculture, food processing and packaging equipment, and in the development of non-ferrous metals.

They also recognised that it would materially assist the promotion of further co-operation under the 10 Year Agreement on the Development of Economic, Industrial, Scientific and Technical Co-operation if they were to conclude, at inter-Governmental level, a long term Programme of Co-operation which would reflect the opportunities available within the Polish 5 Year Plan for the period 1976-80. They decided that this Programme should be negotiated as soon as possible with a view to its signature by Ministers, later in the year.

Normal trade also important

While recognising the importance of co-operation in the development of economic relations between the two countries, the United Kingdom side emphasised the importance also of normal trade, and expressed the view that not only major projects business but an increase in medium sized orders should be encouraged to the mutual benefit of both countries.

Double Taxation Agreement

It was agreed that the conclusion of a Double Taxation Agreement between the two countries would significantly assist commercial activities between them and that negotiations to this end should be started as soon as mutually convenient.

Joint Commission meeting

It was recognised that the Joint Commission under the Long Term Co-operation Agreement of 20 March 1973 provided a useful forum for regular discussions on questions of mutual interest in the field of economic relations. The contacts maintained between the two sides between the annual meetings of the Joint Commission were noted with approval. It was decided that the next meeting should be held in London in the week commencing 20 October 1975.

Visit by Polish Minister

The Secretary of State for Trade, Mr. Shore, invited the Minister of Foreign Trade and Shipping, Mr. Olszewski, to visit the United Kingdom later in the year as the guest of Her Majesty's Government. Mr. Olszewski accepted with pleasure.

The two sides recorded their view that the discussions held during Mr. Shore's visit had made an important contribution to the further development of relations between the United Kingdom and Poland. They expressed great satisfaction with the positive and constructive spirit in which their talks had been conducted.

Peter Shore reports Gulf States' strong wish to trade with Britain

Peter Shore, Secretary of State for Trade, returned on 9 April from a week's visit to Bahrain, Qatar, and the United Arab Emirates.

The purpose of the visit was to strengthen the long standing trade and economic links between Britain and the Gulf States.

'Great opportunities for British exports now exist in the Gulf region,' said Mr. Shore. 'The recent increase in purchasing power there has been staggering. The oil revenues in the countries which I visited may in this year alone be as high as £3,000 million, compared with £600 million before the rise in oil prices only 18 months ago.

'I was able to see for myself the remarkable pace of their economic development. But in terms of the resources at their disposal, they have only just begun.

'From my talks with senior ministers in each state, I learned of their ambitious plans for investment in many fields, particularly water, power, ports, communications as well as social schemes covering housing, health and education.

'On all sides I was told of the high standing of British goods and services and the strong wish to do business with Britain.

'But I found a constant concern expressed about our delivery dates. This is a point to which the whole country must be alerted if we are to take full advantage of this and other rapidly expanding markets.'

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 2 May.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.01	Bromine	Bromine	31 December 1975	15481
29.16	4,4'-Carbonyldi(phthalic anhydride)	3,3',4,4'-Benzophenonetetracarboxylic dianhydride	31 December 1975	15477
44.22	Used casks and barrels of oak, whether assembled or not; staves and heads, being part of such casks and barrels	Used white oak barrels	30 June 1976	12922
54.01	Hackled or otherwise processed but not spun flax and flax tow	Flax tipples	31 December 1975	11871

UK and Korea: double taxation

Discussions have been held in London at official level between representatives of the United Kingdom and the Republic of Korea about the conclusion of a double taxation convention between the two countries. A wide measure of agreement was reached and further talks will be held later this year in Seoul.

ECGD news: Poland's £20m line of credit brings total to £38m

The Export Credits Guarantee Department has guaranteed a £20 million line of credit which National Westminster Bank has made available to Bank Handlowy w Warszawie SA, Poland.

This will bring the total of Nat/West lines of credit guaranteed by ECGD for Poland to £38 million. Contracts placed under the previous lines included a wide range of capital goods such as cranes, mining plant, paper converting machinery, machine tools and computers.

This new line of credit will enable buyers in Poland to place further contracts in the UK for a similarly wide range of capital goods. UK suppliers will receive 85 per cent of the contract price from the loan at the time of shipment; the remaining 15 per cent is payable from the buyer's own resources.

To qualify under this line of credit a contract must have a minimum value of £50,000 and be placed by 20 March 1976.

Details are available from A. J. Clark, ECGD (tel. 01-606 6699, ext. 286) or K. F. C. Butt of Nat./West. Bank (tel. 01-606 1080, ext. 333).

Irish Republic: £1.5m line of credit

The Export Credits Guarantee Department has guaranteed a £1.5 million line of credit which Williams and Glyn's Bank has made available to the First National City Bank in the Irish Republic.

This loan will enable buyers in the Irish Republic to place contracts in the UK for plant, equipment and associated services. UK suppliers will receive 80 per cent of the contract price from the loan after shipment of the goods; the remaining 20 per cent is payable from the buyer's own resources. To qualify under the terms of the loan a contract must have a minimum value of £10,000 and be placed by 30 September 1976.

Exporters interested in further details of this facility should contact either Miss M. McQuitty of ECGD (01-606 6699 ext. 615) or D. J. Wagstaff of Williams and Glyn's (01-623 4356 ext. 476).

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1487: Aircraft from the Eastern Area

On and after 23 April 1975, the following goods may be imported from the Eastern Area under the authority of the Open General Import Licence (ie without the need for an individual import licence :

Tariff heading	Description of goods
ex 88.02	Aircraft of an all-up weight exceeding 2,500 kg.

The Eastern Area as defined in the Open General Import Licence means Albania, Bulgaria, Czechoslovakia, the German Democratic Republic and Berlin (East), Hungary, North Korea, North Vietnam, The People's Republic of China, The People's Republic of Mongolia, Poland, Romania and the Union of Soviet Socialist Republics.

Inquiries : Import Licensing Branch, tel. 01-215 5549.

Hints to Business Men Booklets

Revised editions of the booklets on Turkey, Ghana, Cameroon, Chad, Gabon, the Central African Republic and Equatorial Guinea, has been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU, (tel. 01-248 5757, ext. 7146), or any Regional Office of the Department of Industry.

Further Information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Tariff and Trade Notices

Norway

Global quotas. Norway has established the following global quotas for 1975. The global quota area covers all countries.

Tariff no.	Commodity	Quota ('000 Kroner unless otherwise stated)
ex Chapter 1 *	Live aninals, not for food	7,000
ex 04.04	Cheese and cheese paste (including parmesan cheese)	500 tons
06.01 *	Flower bulbs (except flower bulbs to retail)	12,000 (or 1,200 tons)
06.02 *	Live plants, tubers, tuberous roots and the like (tubers, tuberous roots, crowns and rhizomes and specific ornamental bushes lib. from 1 July 1973)	20,000
06.03 *	Cut flowers (most of flower imports lib. during winter season)	3,500
ex 07.01	Mushrooms, fresh	1,700 (or 200 tons)
ex 07.02	Mushrooms, hermetic	400 (or 40 tons)
ex 07.02	Roasted onions	225 (or 15 tons)
16.02	'Turkey roll'	100 (or 5 tons)
17.02 *	Gluclose, special quality to industry	320 (or 200 tons)
20.07 *	Fruit and vegetable juices	5,000 tons

* For these goods the quotas are meant to cover supplementary imports when Norwegian production does not meet demand.

Inquiries: OTAR ext. 458/459.

Continental Foods SA is a leading Belgian producer of food products. The company's centralised warehouse at Puurs, near Antwerp, has been equipped with a live storage installation by Dexion Overseas Ltd., Wembley. The picture shows the exit face of the Dexion Pallet Glidestock installation at the warehouse.

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Iceland

Increase in sales tax. The Icelandic Government has announced an increase in sales tax to 20 per cent (22 per cent if the importer is the end user) with effect from 1 March to 31 December 1975. Inquiries: OTAR ext. 458/461.

France

Duty-reduced quotas for seed potatoes. The French *Journal Officiel*, 25 March 1975, announced increases to the duty-reduced quotas for seed potatoes (tariff no. 07.01 AIa) to be imported until 30 June 1975 (see *Trade and Industry*, 19 December 1974). The amounts are now fixed at:

35,000 metric tons for early varieties (instead of 30,000 tons)

7,000 metric tons for floury potatoes (variétés féculières) (instead of 6,000 tons)

The French text of this notice together with a photocopy of a specimen form on which applications for authority to export must be made, can be sent on request or seen at Export House. Inquiries: OTAR ext. 432/408/482.

Italy

Import deposit measures abolished. The Italian *Gazzetta Officiale*, 21 March 1975, announced the abolition (with effect from 24 March) of the import deposit measures introduced on 2 May 1974 (see *Trade and Industry*, 4 April, page 23). Deposits made previously on products covered by the May 1974 decree cannot be freed until they have been held for 180 days from the date of the deposit. Inquiries: OTAR ext. 466/467/482.

Portugal

Price control.: Portuguese *Diario do Governo* No. 56 of 7 March 1975 published Decree Law 114/75 authorising the Secretary of State for Supply and Prices to make it compulsory for the manufacturer or packer to print on labels the retail price of products subject to the maximum or controlled price legislation set out in Decree Law 329 A/74 of 10 July 1974.

Inquiries: OTAR ext. 460/461.

Greece

Changes in import procedures. The Greek commercial daily *Express*, 27 February 1975, announced that in cases where the settlement of the value of goods takes place before the deadline for the retention of cash advances (two, four, six or eight months depending on the case), commercial banks will not require a new deposit for the issue of import duty.

Israel

Purchase tax. Further to the notice in *Trade and Industry*, 7 March 1975, a translation of the details of the Israeli authorities' announcement of 24 February 1975 has been received and the purchase tax amendments are as follows:

1 Basic purchase tax rates, where expressed as a percentage only, are subject to an increase of 7½ per cent (eg. 20 per cent basic plus 7½ per cent equals 27½ per cent).

This increase does not apply to the following:

Yarns, fabrics, ribbons, chenille, strands, laces, cordon, tarpaulins, handkerchiefs, bed and table linen, bathroom and kitchen linen, blankets, quilts, pillows and cushions, carpets, mats, rugs, furniture coverings, floor coverings, stockings, tights and socks, garments, clothing accessories, slide fasteners, curtains, sails, tents, camping goods, awnings, sunblinds, fur garments, collars, hats and ties (all from Part 2).
Concentrates, syrups and other sweetened article used for the preparation of beverages (102); wine, retailed at a price not exceeding IL.058 (105.20); footwear and shoe uppers (303), steel wool, metal and plastic scourers, preparations for cleaning washing, bleaching, polishing or shining (402); toilet preparations (403); wrist straps or bracelets for watches (504); sewing machines weighing up to 16 kg. (911); certain furniture (1099); crayons and pastels (1112.20); sun-ray absorption apparatus for heating (1118.20); ball point pens (1399.20); office chairs and other seats (1399.61); non-fibre plastic plates, sheets on a textile support (1401.85/87); cycles parts and accessories other than used bicycles and frames (1501.90); certain tyres and tubes released before 1 January 1976 (1511.31/91).

2 Details of other amendments, ie where purchase tax rates are specific or a combination of percentage and specific, are available on request.

Inquiries (specifying items of interest): OTAR ext. 420/475.

Iran

Imports through port of Khorramshaahhr: duties increased. We have been informed that import duties on goods imported through the port of Khorramshaahhr have been increased by 25 per cent in an attempt to ease the congestion at this port. No further information is available. Inquiries: OTAR ext. 420/475.

Tunisia

Cattle and meat: duty and tax exemption extended. The Tunisian authorities have announced that the exemption from import duty and production tax on the import of cattle (01.02), sheep (01.04), bovine meat (02.01B) and mutton (02.01D) is extended until 31 December 1975. No further information is available. Inquiries: OTAR ext. 420/475.

Nigeria

Customs tariff changes. Legal Notice No. 13 of 1975 published in the Federal Republic of Nigeria *Official Gazette*, 1 April 1975, amends, with effect from that date, the First and Second Schedules to the Customs Tariff (Consolidation) Decree 1973 – Decree No. 6.

Inquiries: OTAR ext. 473/472/471/462.

Import prohibition lifted. Legal Notice No. 15 of 1975, Import Prohibition (Amendment) Order 1975, published in the Federal Republic of Nigeria *Official Gazette*, 1 April 1975, amends, with effect from that date, the Import Prohibition Order 1974.

The Order abolishes the absolute prohibition on the importation of corned beef; edible nuts; margarine, imitation lard and other prepared edible fats; and waste materials from textile fabrics (including rags).

It also abolishes the restriction on stockfish but subjects the importation of passenger motor cars of engine capacity less than 2,000 c.c. to import licence.

Inquiries: OTAR ext. 473/472/471/462.

South Africa

Budget 1975. The new Minister of Finance, Senator Horwood, presented his first budget on 26 March. The Minister said that the South African economy was experiencing a phase of slower growth but that the next economic upswing would most probably commence in

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1976. He added that his budget, notwithstanding inflation, should be moderately stimulatory.

Included in the changes proposed are:
Modest tax concessions including increased investment allowances, additional incentives for the local beneficiation of minerals, and a reduction in undistributed profits tax.
Tax increases on petroleum products, alcoholic and soft drinks, and cigarettes and cigars.

Inquiries: OTAR ext. 471/472/473/462.

Tariff application. Customs Tariff Application List 663, published in the South African *Government Gazette*, 11 April 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

Bars, rods, angles etc of copper and phosphor bronze and copper wire classifiable under tariff subheadings 74.03.10, 74.03.20, 74.03.90, 74.07.50.10, 74.07.50.90, 74.01.40
Sprayers, not power-operated of a capacity not exceeding 8 litres classifiable under tariff subheading 84.21.30.20
Fixed capacitors classifiable under tariff subheading 85.18.10.90
Carboxymethylcellulose classifiable under tariff subheading 39.03.65
Impregnated, coated, covered or laminated textile fabrics classifiable under tariff subheadings 59.08.90, 59.12.90

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Skin adhesives: rebate of duty. The following amendment was published in the South African *Government Gazette*, 21 March 1975.

GENERAL REBATES
R.522 Item 412.13
Provision is made for a rebate of the full duty on specially prepared skin adhesives for use with colostomy, ileostomy ureterostomy and ileal bladder appliances.

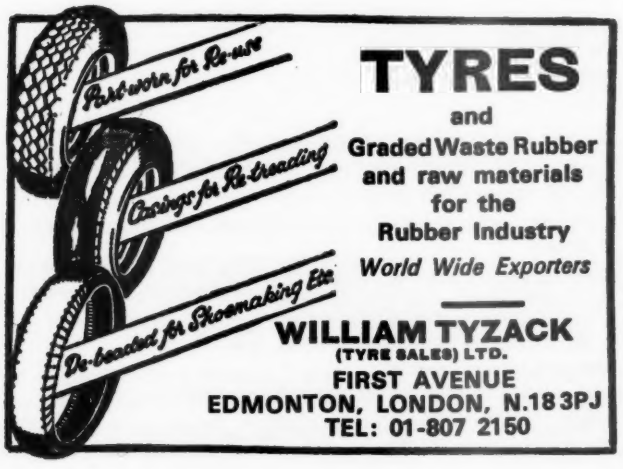
Inquiries: OTAR ext. 471/472/473/462.

Malaysia

Customs duties amendments. The Malaysian *Government Gazette* has published the following amendments to the Customs Duties Order 1968.

The Customs Duties (Amendment) Order, 1975 amends the First Schedule as follows:

1 Delete the heading numbers 20.02 100, 20.02 200 and 20.02 900 and all the particulars that follow thereto;
2 Insert in their appropriate places the following:



CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

SCHEDULE

Heading no.	Description	Unit of quantity	Import duty: Federation Common Tariff
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:		
	In airtight containers:		
100	infant food	Lb.	Nil
110	tomato puree, tomato paste and tomato concentrate	Cwt	Nil
200	other	Cwt	25%
	Other:		
300	tomato puree, tomato paste and tomato concentrate	Ton	Nil
900	other	Ton	$10
84.06	Internal combustion piston engines: parts:		
292	piston and cylinder liners	Value	10%
	Other: parts:		
392	piston and cylinder liners	Value	10%

The Customs Duties (Amendment) (No. 2) Order 1975 amends the First Schedule as follows:

1 Delete heading numbers 48.19 000, 84.01 100, 85.19 110 and 85.19 190 and all the particulars that follow thereto;
2 Insert in their appropriate places the following:

SCHEDULE

Heading no.	Description	Unit of quantity	Import duty: Federation Common Tariff
48.19	Paper or paperboard labels, whether or not printed or gummed:		
100	printed and unprinted labels coated with gum	Value	25% or 8 cts. per sq. ft. whichever is the higher
900	other	Value	25%
84.01	Steam and other vapour generating boilers (including central heating hot water boilers capable also of producing low pressure steam); superheated water boilers:		
100	Steam and other vapour generating boilers	No.	10%
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lamp-holders and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; printed circuits; switchboards (other than telephone switchboards) and control panels:		
	Starters for electric motors:		
110	of not over 2 horsepower	Value	35%
190	of over 2 horsepower	Value	35%

Inquiries: OTAR ext. 469/401/468.

Penang customs duties amendments. The Malaysian *Government Gazette* has published the following amendments to the Customs Duties (Penang) Order 1973:

The Customs Duties (Penang) (Amendment) Order 1975 amends the Schedule of the 1973 Order by inserting heading numbers 84.06 292 and 84.06 392.

The Customs Duties (Penang) (Amendment) (No. 2) Order 1975 amends the Schedule as follows:

1 Delete heading number 48.19 000.
2 Insert in their appropriate places heading numbers 48.19 100, 48.19 900, 84.01 100, 85.19 110 and 85.19 190.

The Schedule lists those items on which duty is payable when imported into Penang. Inquiries: OTAR ext. 469/401/468.

Mosquito destroyer: import control. The Malaysian *Government Gazette* has published the Customs (Prohibition of Imports) (Amendment) (No. 2) Order, 1975 which amends the Customs (Prohibition of Imports) Order 1969 as follows:

The Second Schedule is amended by adding after item 28 a new item as appearing in Schedule 1 below.

The Third Schedule is amended by adding after item 20 a new item as appearing in Schedule 2 below.

The Fourth Schedule is amended by adding immediately after item 24 a new item as apearing in Schedule 3 below.

Item	Description	Countries
SCHEDULE 1		
29	Mosquito destroyer falling under heading numbers 38.11 910, 38.11 920 and 38.11 990 of the Customs Duties Order 1968	All countries and East Malaysia
SCHEDULE 2		
21	Mosquito destroyer falling under heading numbers 38.11 910, 38.11 920 and 38.11 990 of the Customs Duties Order 1968	All countries and West Malaysia and Sarawak
SCHEDULE 3		
25	Mosquito destroyer falling under heading numbers 38.11 910, 38.11 920 and 38.11 990 of the Customs Duties Order 1968	All countries and West Malaysia and Sabah

The Second Schedule lists goods which may not be imported into West Malaysia without an import licence. Similarly, the Third and Fourth Schedules apply to goods entering Sabah and Sarawak, respectively. Inquiries: OTAR ext. 469/401/468.

Australia

Resilient floor coverings, ceramic tableware: temporary protection. The Department of Manufacturing Industry in Australia has received requests for temporary protection against the importation of the following.

Resilient floor coverings (tariff items 39.02.210, 48.12.) Ref. CRE 512/75.

Ceramic tableware (tariff items 69.11.000, 69.11.200, 69.12.000) Ref. CRE 513/75.

Requests for temporary protection are received initially by the Department of Manufacturing Industry and, after examination, are submitted to the Special Minister of State for consideration. The Special Minister of State may refer the request to a Temporary Assistance Authority for inquiry and report. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending Government consideration of the general question of protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that the Australian Prime Minister has made it clear that should the need for urgent action emerge from these inquiries goods ordered overseas but not cleared for home consumption at the date of the announcement, will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial commitments on such orders, as special consideration may not be given to outstanding commitments should action be taken by the Government.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, P.O. Box 80 Canberra, ACT 2600 Australia without delay through their accredited agent. Evidence may be submitted either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.
Inquiries: CRE tel. 01-215 5319.

Metric conversion. The Standing Committee on Packaging has recently issued a pamphlet entitled *Metric Conversion and the Quantity Marking and Standardisation of Packaged Goods.* The publication is described as 'a statement of principles . . . when considering questions concerning metric packaging'. It covers: uniform legislative requirements for metric packaging; selection of metric packaging sizes when these are not prescribed by law; and selective of metric packaging sizes not prescribed by law and packed by mass in a rigid container. The pamphlet points out that in January 1976 the sole use of the Imperial system will be prohibited with regard to all mandatory markings. Ref. CRE 29345/2. Inquiries: CRE tel. 01-215 5319.

New Zealand

Non-alcoholic beverages: tariff amendments. The new Zealand Government has issued Customs Tariff (Non-Alcoholic Beverages) Amendment Order 1975 which came into force on 27 March 1975, amending tariff items 22.01.000 and 22.02.000. These now read as follows:

No.	Description	Unit	Rate of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
CHAPTER 22						
Beverages, spirits and vinegar						
22.01	Waters, including spa waters and aerated waters; ice and snow:					
22.01.001	In metal containers	per 1	1974	15% plus 4.4c	15% plus 4.4c	Aul 10% plus 4.4c per 1 Can 10% plus 4.4c per 1 CPC 10% plus 4.4c per 1
22.01.009	Other		1974	15%	15%	Aul 10% Can 10% CPC 10%
22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages, not including fruit and vegetable juices falling within heading No. 20.07:					
22.02.001	In metal containers	per 1	1974	20% plus 4.4c	20% plus 4.4c	Aul 10% plus 4.4c per 1 Can 10% plus 4.4c per 1 CPC 10% plus 4.4c per 1
22.02.009	Other		1974	20%	20%	Aul 10% Can 10% CPC 10%

Aul = Australia Can = Canada
CPC = Commonwealth Preference Countries

Inquiries: OTAR ext. 401/468/469.

Canada

Yarns and fabrics: import control. The Canadian Import Control List has been amended with effect from 1 April 1975 to include the following items:

Worsted spun acrylic yarn for machine knitting originating in Brazil.
Worsted fabric containing 17 per cent or more by weight of wool originating in Czechoslovakia and the People's Republic of China.
Broadwoven fabrics of filament nylon originating in Poland.
Textured polyester filament yarn.

Import permits will be required and can be applied for from: The Chief, Export and Import Permits Division, Department of Industry, Trade and Commerce, Ottawa, Ontario, Details are available from OTAR ext. 455/456/457.

United States

Children's sleepwear. The US *Federal Register*, dated 21 March 1975, published proposed rules by the CPSC that all children's sleepwear from size 7 to 14 inclusive shall bear a label 'Flame-resistant. US Standard DF5-74'. The effective date is 1 May 1975. A copy of the text is available from OTAR ext. 456/457/7312.

Antigua

Rice, beef, and potatoes: import licensing. The Antigua authorities by SRO No. 8 of 5 March 1975 have stated that rice, beef and processed beef products have been added to the list of items which now require an import licence. Inquiries OTAR ext. 7312/456/457.

Ecuador

Fauna and flora. *Registo Official* No. 746, 20 February 1975, gives information on the adoption by Ecuador of the Convention on International Trade in Endangered Species of Wild Fauna and Flora. A copy is available in Spanish. Inquiries: OTAR ext. 474/476.

Colombia

Duty amendments. By decrees 2845 and 2846 of December 1974, the Colombian authorities introduce a small number of duty reductions and a large number of duty increases.

Parts or all of the following headings contain duty *reductions*:

04.02	04.03	15.01	28.08	29.04	29.05	29.38	39.07
56.01	62.05	73.14	73.29	84.10	84.59	87.01	87.02
87.09	87.14	90.18	97.06	98.03			

Parts or all of the following headings contain duty *increases*:

04.01	04.05	07.05	10.02	10.03	10.05	10.06	10.07
12.03	12.07	15.04	15.05	15.07	22.05	22.09	28.08
28.41	29.01	29.04	29.15	29.16	29.18	29.23	29.42
30.03	30.05	32.03	32.04	32.09	33.01	34.02	34.03
39.07	40.06	40.14	42.06	48.21	49.08	49.11	51.02
51.04	54.03	55.05	55.07	55.08	56.03	58.05	58.07
59.07	59.11	59.13	59.14	59.15	59.17	60.01	62.05
68.06	68.12	68.13	69.08	69.10	70.08	70.10	70.14
70.19	73.19	73.21	73.36	73.40	74.02	76.01	76.06
76.07	80.05	82.02	83.01	83.02	83.15	84.01	84.10
84.11	84.15	84.17	84.18	84.20	84.21	84.24	84.25
84.27	84.28	84.29	84.30	84.34	84.39	84.40	84.41
84.45	84.47	84.56	84.59	84.61	84.65	85.03	85.11
85.12	85.17	85.20	86.05	86.07	86.09	87.14	88.02
90.17	90.19	90.23	90.26	92.12	94.02	98.02	98.05

Inquiries from British exporters should specify the product and be addressed to OTAR exts. 474/476.

Stationary internal combustion and explosion engines. Colombian decree no. 241 of 17 February 1975 establishes an *ad valorem* customs duty of 15 per cent for stationary internal combustion (diesel and semi-diesel) and explosion engines falling within sub-heading 84.06.07.00 and 84.06.08.00. This applies when imported CKD by manufacturing or assembly industries duly authorised ro recognised by the Colombian Ministry of Economic Development, or by the entity they may appoint, or by those who have manufacturing or assembly contracts with the Government. Previously, both assembled components and CKD assemblies attracted the same customs duty of 30 per cent. A copy of an unofficial translation of decree no. 241 is available from OTAR ext. 474/476.

Tariff amendments. Decree 2845 of December 1974 modifies the structure of some of the Colombian tariff headings. The new structure of the affected headings are shown below together with their respective *ad valorem* cif duties.

Tariff no.	Description	*Ad valorem* % cif
01.01	Live horses, asses, mules and hinnies:	
01.00	Thoroughbred horses:	
01	For breeding	10%
02	For racing	200%
99	Other	20%
09.00	Other horses:	
01	For polo	200%
99	Other	20%
11.00	Asses:	
01	Thoroughbred	10%
99	Other	20%
21.00	Mules and hinnies	20%
29.13.04.00	Ketone alcohols, ketone-phenols, ketone-aldehyde and other ketone-aldehydes and other simple or complex oxygen function ketone-aldehydes:	
01	Diacetone	15%
99	Other	15%
29.39.04.00	Cortico-suprarenal hormones and their derivatives:	
01	Corticosterone and its esters	2%
02	Deoxycorticosterone and its esters	1%
03	Deoxycorticosterone acetate	2%
04	Hydrocortisone (17-alpha-hydroxy-corticosterone) its halogenated derivatives, its esters and its salts	2%
05	Cortisone, its halogenated derivatives and its esters	1%
06	Dehydrocortisone, its esters and its salts	1%
07	Chloropredrisone acetate	2%
08	Predrisolone, its esters and its salts	1%
09	Pregnenolone and epoxypregnenolone	25%
99	Other	1%
29.39.07.00	Oestrogens and progesterones:	
01	Esterone	1%
02	Estriol, its esters and its salts	1%
03	Estradiol	2%
04	Alpha- and beta-progesterone, their esters and their salts	1%
05	17-alpha-ethinyltertosterone	1%
06	Methylandrostendiol	32%
99	Other	1%
33.06	Perfumery, cosmetics and toilet preparations:	
01.00	Perfumery	70%
89.00	Other	70%
84.06.07.00	Stationary internal combustion (diesel and semi-diesel) engines	30%
	When imported CKD by manufacturing or assembly industries duly authorised or recognised by the Colombian Ministry of Economic Development	15%
08.00	Stationary explosion engines:	
01	Up to 3 hp. inclusive	5%
99	Other	30%
	When imported CKD by manufacturing or assembly industries duly authorised or recognised by the Colombian Ministry of Economic Development	15%
85.01.12.00	Reactance or autoinduction coils:	
01	Television deflecting coils (deflection yokes)	30%
09	Other coils for operating voltages up to 260 volts and for nominal currents up to 30 amps	30%
99	Other	40%
13.00	Ballasts:	
01	Up to 100 watts	51%
99	Other	51%

Inquiries: OTAR ext. 474/476.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,387	9 223	2,130	2,089	series in £ million				series in £ million		
1970	100	100	100	100	100	438	324	68	−23	698	−11	709
1971	101	103	100	94	103	111	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−203	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,117	−2,301	1,184
1974	109	114	108	100	111	265	435	34	−124	−3,828	−5,259	1,431
1972 1st qtr.	101	106	105	90	108	−34	−62	17	−16	85	−123	208
2nd qtr.	104	108	106	84	115	−31	−108	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−210	−401	191
3rd qtr.	110	114	111	91	120	100	68	6	22	−230	−569	339
4th qtr.	110	114	111	94	125	131	99	24	25	−493	−977	484
1974 1st qtr.	106	113	112	99	111	−235	−100	8	−73	−971	−1,279	308
2nd qtr.	110	112	105	99	107	209	138	42	11	−985	−1,316	331
3rd qtr.	112	114	106	99	115	257	299	−27	−28	−797	−1,210	413
4th qtr.	110	116	107	102	112	34	+99	10	−34	−1,075	−1,454	379
% change last 2 qtrs. on prev. 2 qtrs.	+3.0	+2.2	−1.8	+1.5	+4.1							
on a year earlier	+1.3	+0.9	−4.1	+8.6	−7.3							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages									totals	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.5	123.2*	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5†	16.0	215.3	152.0	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2	9.2	150.9	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.5	105.7	109.8	103	101.4†	12.9	212.5	138.3	125.0	546	2.4	286	3,500	4,779
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.6	110.2	111.0	109	110.2	17.0	212.9	156.1	143.9	592	2.7	306	4,161	5,371
4th qtr.	105.4	106.2	111.6 p	96	115.1	18.2	221.1	164.9	152.9	**	**	**	4,029	5,482
1975 1st qtr.							220.6 p	175.5 p		701	3.1		4,558 p	5,229 p
1974 Jan.	101.2	102.3	109.1	93	191.8	12.0	209.5	134.2	123.7	538	2.4	306	1,064	1,424
Feb.	103.3	106.8	110.1	109	101.7†	13.2	213.1	138.5	124.7	552	2.4	279	1,173	1,610
Mar.	105.9	107.9	110.0	106	102.6	13.5	215.0	142.3	126.5	547	2.4	275	1,263	1,745
Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.4	127.9	546	2.4	298	1,272	1,675
May	107.5	108.7	105.6	105	107.6	15.9	214.0	149.0	132.0	548	2.4	315	1,304	1,783
June	108.6	110.3	108.2	111	108.7	16.5	211.7	151.2	136.8	562	2.5	319	1,324	1,758
July	109.2	110.7	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.6	108.8	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	107.0	107.5	111.4	102	113.2	17.1	220.1	162.2	148.4	607	2.7	294	1,347	1,841
Nov.	106.6	107.7	112.8	98	115.2	18.3	223.8	164.8	153.6	613	2.7	273	1,296	1,896
Dec.	102.8	103.5	110.8	87	116.9	19.1	222.5	167.6	157.6	**		**	1,386	1,745
1975 Jan.	105.9	108.1	113.0	109	119.9	19.9	221.9	172.8	158.9	678 e	3.0	**	1,562 p	1,837 p
Feb.			112.3	113	121.9	19.9	218.1 p	175.5 p	160.8	705	3.1	192	1,456 p	1,746 p
Mar.				96 p			221.8 p	178.2 p		721	3.2	186	1,540 p	1,646 p
% change latest 3 months on prev. 3 months	−2.6	−2.5	−0.1	+10.8	+5.7		−0.7	+6.4	+6.5	..		..	+13	−4½
on a year earlier	−0.9	−0.7	+1.3	+3.2	+19.6		+3.8	+26.9	+28.9	+28.6		..	+30	+9½

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.
** Figures not available. + Average of 11 months. e Figure is estimate.

Turnover of the catering trades in February

The total turnover of the catering trades in the three months' period December 1974 to February 1975 was just over 4 per cent more than in the preceding three months, at current prices and after allowing for normal seasonal movements and the effect of the extra week in January. This increase, although not as great as in recent months, indicates that the underlying trend of total turnover is continuing to rise faster than in previous years.

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1974 4th quarter	19	18	15	20	22
1975 January	17	14	15	18	25
February	19	20	14	21	16

Turnover for all caterers in the three months December 1974 to February 1975 was 18 per cent more than in the same period a year ago. The largest increases were of 20 per cent for public houses (the largest component of the all-caters' index) and 21 per cent for canteens (the smallest component). For the two other components restaurants, cafes, and fish and chip shops increased their turnover by 14 per cent whilst licensed hotels and holiday camps reported an increase of over 17 per cent.

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week (†) 1969 = 100

	Value at current prices (turnover in 1969 – £2,533 million)
1969	100
1970	108
1971	118
1972	131
1973	148
1974	170
1970 1st quarter	105
2nd quarter	108
3rd quarter	109
4th quarter	111
1971 1st quarter	115
2nd quarter	117
3rd quarter	119
4th quarter	122
1972 1st quarter	125
2nd quarter	128
3rd quarter	133
4th quarter	138
1973 1st quarter	142
2nd quarter	146
3rd quarter	150
4th quarter	152
1974 1st quarter	160
2nd quarter	165
3rd quarter	173
4th quarter	181
1974 July	168
August	173
September*	176
October	178
November	182
December*	183
1975 January*	186
February	190
1974 Sept.-Nov.	179
Dec.-Feb. 1975	186
Percentage increase	4

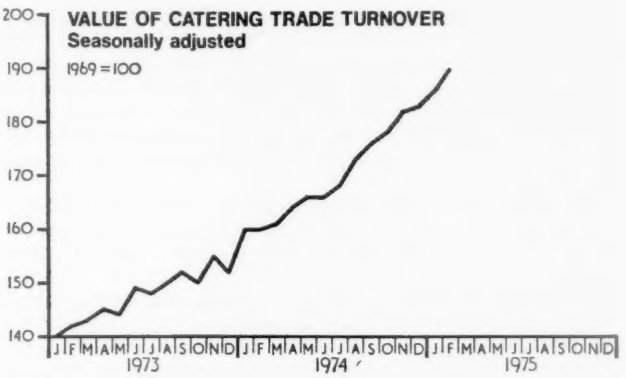
† The monthly periods consist of four weeks except those marked * which are of five weeks. The February 1975 period was the four weeks from 2 February 1975 to 1 March 1975; the February 1974 period was the four weeks from 27 January 1974 to 23 February 1974.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published in November 1972 under the title *Catering Trades 1969: Statistical Inquiry*, (HMSO, 32p net).

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period


VALUE OF CATERING TRADE TURNOVER
Seasonally adjusted
1969 = 100
200
190
180
170
160
150
140
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1973
1974
1975

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Exceptionally copies can be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Wholesale price indices in March

The provisional price index for home sales of manufactured products rose by 1½ per cent, for the second successive month, to 178.2 (1970 = 100) in March. This index shows an increase of 6¼ per cent in the first quarter of 1975 on provisional figures, about half of which took place in January.

The rise of 1¼ per cent in the provisional price index for food products was mainly due to higher prices for milk and the residual effect (see note) of the increase in the price of bread in February. These increases were partly offset by a continuing fall, for the second month, in the prices of animal and poultry foods, vegetable and animal oils and fats.

The price indices for vehicles, building materials, especially cement, and metal manufactures, influenced mainly by increases in the prices of steel tubes and iron pressure pipes, have all shown significant increases in March.

The increase of 7¾ per cent to 182.7 in the provisional price index for fuel purchased by all manufacturing industry mainly reflected the sharp rise in the cost of coal in March. This index has now risen by 10 per cent in the first quarter of 1975 following an increase of 15½ per cent in the previous six months.

The higher cost of coal for carbonising was largely responsible for the increase in March of 1¼ per cent in the provisional price index for basic materials purchased by manufacturing industry. This was partly offset by a continued reduction in the price of imported chemicals, steel semi-manufactures and crude oil, reflecting to some extent an improvement in exchange rates.

The rise of 3 per cent in the provisional price index for the materials purchased by the food manufacturing industry during March was largely due to increased prices for milk. This reversed the trend during the previous three months but the index is still 1 per cent lower than in December. Other price rises, particularly for imported raw sugar and home-produced meat have been more than offset by lower prices for home-produced and imported cereals, vegetable oils, oilseeds and oilcakes.

1970 = 100

	1975		
	January	February	March
		p	p
Output Prices (Home Sales)			
All manufactured products	172.8	175.5	178.2
Products of manufacturing industries other than food, drink and tobacco industries	179.2	181.8	184.5
Products of food manufacturing industries	189.2	193.0	195.5
Prices of materials and fuel purchased			
By all manufacturing industry	221.9	218.1	221.8
By all manufacturing industry other than food, drink and tobacco industries	237.2	235.3	238.6
By food manufacturing industries	188.8	182.4	187.9

p = provisional

Note

The indices relate to the average prices of the month. The full effect of a price change within a month will only be reflected in the index for the following month.

The full article on wholesale price indices will appear next week.

Retailers' stocks in February

Based on the non-seasonally adjusted data of Table 1, the level of stocks at book values in February was 16 per cent higher than a year earlier, but at constant prices it was 6 per cent lower.

The value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (Table 2) shows a further comparatively large fall in the volume of stocks held, continuing the decline in the level of stocks evident during the second half of 1974. Over this whole period the underlying movement in the volume of retail sales, on a seasonally adjusted basis, was broadly flat.

Note: The statistics now being given in Table 2 were introduced in an article in the issue of 28 March 1975. The article also gave figures back to 1966 for both Table 1 and Table 2.

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At book values:												
1971	89	91	94	95	95	97	95	95	97	106	110	100
1972	96	99	101	102	103	105	102	102	105	114	120	107
1973	103	106	110	108	110	113	112	113	117	127	135	124
1974	120	121	126	130	134	135	134	133	138	150	159	143
1975	138	140										
1972	*8*	*8*	*8*	*7*	*8*	*8*	*7*	*8*	*7*	*7*	*8*	*7*
1973	*8*	*8*	*9*	—	—	—	—	—	—	—	—	—
1974	—	—	—	*21*	*22*	*19*	*20*	*18*	*18*	*18*	*18*	*16*
1975	*15*	16										
At constant (1970) prices:												
1971	95	97	99	99	98	99	96	96	99	107	111	100
1972	95	97	100	100	100	102	99	99	100	107	113	100
1973	97	99	102	109	110	112	110	109	113	120	126	114
1974	109	107	111	111	112	111	109	107	109	116	120	107
1975	101	101										
1972	—	—	*1*	*1*	*2*	*3*	*2*	*3*	*1*	*1*	*2*	—
1973	*2*	*2*	*3*	*9*	*10*	*10*	*12*	*11*	*12*	*12*	*12*	*14*
1974	*12*	*9*	*8*	*2*	*2*	*−1*	*−1*	*−2*	*−3*	*−4*	*−5*	*−7*
1975	*−7*	*−6*										

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,899 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, the usual comparisons with a year earlier for the book values series have not been given. As the basis of valuation is now comparable with that of a year earlier these percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted

£ million

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1971	−13	−6	−13	3	−17	17	−6	4	10	21	−8	4
1972	−7	3	−12	12	4	22	−15	14	−12	10	9	−25
1973	20	8	4	107	21	35	9	−1	14	−2	13	14
1974	−10	−60	−3	8	19	−16	12	−32	−8	−8	−3	−23
1975	−30	−26										

See footnote 2 to Table 1

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Industrial countries' trade and production in the first three quarters of 1974

Introduction

This article presents the figures for industrial countries' total trade and industrial production in the first three quarters of 1974 (set out in Tables 1 to 5 below); and is followed by an analysis of the main manufacturing countries' exports of manufactures in 1973 and the first three quarters of 1974 (set out in Tables 6 to 11).

The last three years have seen a worldwide acceleration in price inflation, radical changes in the relative prices of manufactures and primary products, and wide fluctuations in exchange rates. Because of this, figures of the money value of trade (expressed, eg in US dollars as has been the practice in these articles) are a much less useful guide to changes in the real flows. To a greater extent than in earlier articles, attention has been focused on changes in the volume of trade, especially where changes over periods longer than a single quarter of a year are being considered. Data on the volumes of trade flows (especially as between particular countries or particular areas) is not, however, very complete.

Summary

The rate of growth of industrial production in the industrial countries as a whole slowed down during 1973 following the rapid rise in 1972 and stopped altogether in the first three quarters of 1974. In the year 1973 as a whole, their industrial production was over 9 per cent higher than in 1972; but in the first three quarters of 1974 compared with the same period in 1973 it grew by only 1½ per cent. Oil price rises and shortages at the end of 1973 added to an already deteriorating situation.

The value of industrial countries' exports of all kinds (expressed in US dollars) increased by almost 36 per cent between the first three quarters of 1973 and the first three quarters of 1974. This represented a slight decrease from the peak rates of growth in export value of around 37 per cent per annum in 1973. Details are shown in Table 1. Prices have, however, been rising strongly, and the corresponding increase in the volume of exports at an annual rate was only about 12 per cent between the first three quarters of 1973 and the same period of 1974. Within the total, the growth in the value of exports to primary producers (which in earlier years had been less than that of industrial countries' intra trade) was in 1973 rather sharper than that of trade between industrial countries. The value of industrial countries' total imports rose still more sharply than the value of their total exports, mainly due to increased payments for oil following the rise in oil prices, the total of imports remaining little changed. The crude trade deficit of the industrial countries as a whole deteriorated from $7½ billion in the first three quarters of 1973 to $37½ billion in the first three quarters of 1974.

Trade and production trends in the more important individual industrial countries are summarised later in this article. The statistics are set out in Tables 2, 3 and 5.

The dollar value of the primary producing countries' exports in the first three quarters of 1974 was 87 per cent and that of their imports 57½ per cent higher than a year earlier. (Particulars are shown in the columns relating to primary producers in Table 4.) Most of the increase in export earnings (as with the import bill of industrial countries) is attributable to the steep rise in oil prices. The benefit to non-oil primary producing countries of increased primary product prices has been fully offset by the higher prices now being paid for their imports (including oil).

The United States of America

Following a slowdown of economic activity, gross national product is estimated to have fallen by 2.2 per cent in 1974. At the beginning of the year output was constrained by supply factors – principally the oil embargo, but also limitations of capacity in some sectors. Over the year as a whole however demand levels have been falling, much of the fall reflecting a sharp decline in house construction, and in

TABLE 1 Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) to								Imports (cif) ‡ from							
	World			Industrial countries †			Primary producers †		World			Industrial countries			Primary producers	
		Percentage change			Percentage change		Percentage change			Percentage change			Percentage change			Percentage change
		over previous period	in smoothed series*		over previous period	in smoothed series*	over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
1967	36.51	(5.5)		26.46	(6.1)		9.93	(4.9)	37.83	(5.5)		27.35	(5.9)		10.45	(4.4)	
1968	41.08	(12.5)		30.08	(13.7)		10.88	(9.6)	42.51	(12.4)		31.02	(13.4)		11.46	(9.7)	
1969	47.50	(15.6)		35.18	(16.9)		12.21	(12.2)	49.02	(15.3)		36.28	(17.0)		12.71	(10.9)	
1970	55.01	(15.8)		41.03	(16.6)		13.98	(15.3)	56.41	(15.1)		42.50	(16.3)		13.91	(9.5)	
1971	61.51	(11.8)		45.89	(11.9)		15.62	(11.7)	62.68	(11.1)		47.29	(11.3)		15.39	(10.7)	
1972	72.70	(18.2)		55.02	(19.9)		17.68	(13.2)	74.50	(18.9)		56.43	(19.3)		18.07	(17.4)	
1973	99.72	(31.2)		74.57	(35.5)		25.15	(42.3)	102.70	(37.9)		76.24	(35.1)		26.56	(47.8)	
1969 1st quarter	43.34	(−0.7)	(2.7)	32.22	(0.7)	(3.3)	11.12	(−4.7) (1.1)	45.15	(0.4)	(3.1)	33.02	(0.4)	(3.6)	12.13	(0.7)	(1.6)
2nd quarter	47.38	(9.3)	(5.0)	35.08	(8.8)	(5.1)	12.32	(10.9) (5.0)	48.96	(8.4)	(4.6)	36.47	(10.4)	(5.6)	12.49	(3.0)	(2.7)
3rd quarter	48.57	(2.5)	(4.5)	35.81	(2.1)	(4.3)	12.76	(3.5) (5.0)	50.05	(2.2)	(4.0)	37.02	(1.5)	(4.1)	13.03	(4.3)	(3.6)
4th quarter	50.54	(4.1)	(3.8)	37.41	(4.5)	(4.0)	13.13	(2.9) (3.0)	51.50	(3.5)	(3.4)	38.33	(3.7)	(3.7)	13.42	(3.0)	(3.8)
1970 1st quarter	52.75	(4.4)	(3.9)	39.24	(4.9)	(4.4)	13.51	(2.9) (2.7)	54.11	(4.5)	(3.8)	40.57	(5.7)	(4.5)	13.54	(0.9)	(0.7)
2nd quarter	54.35	(3.0)	(3.1)	40.56	(3.4)	(3.5)	13.79	(2.1) (1.9)	55.63	(2.8)	(3.1)	41.81	(3.0)	(3.6)	13.82	(2.1)	(1.8)
3rd quarter	55.38	(1.9)	(2.6)	41.49	(2.3)	(2.8)	13.89	(0.7) (2.2)	57.03	(2.5)	(2.8)	42.92	(2.7)	(3.1)	14.12	(2.1)	(1.7)
4th quarter	57.39	(3.6)	(2.8)	42.76	(3.0)	(2.5)	14.64	(3.4) (3.5)	58.83	(3.2)	(2.6)	44.67	(4.1)	(2.9)	14.02	(0.6)	(1.5)
1971 1st quarter	58.48	(1.9)	(2.6)	43.47	(1.7)	(2.4)	15.01	(2.6) (3.1)	59.67	(1.4)	(2.4)	45.12	(1.0)	(2.2)	14.55	(2.5)	(2.7)
2nd quarter	60.14	(2.8)	(3.4)	44.81	(3.1)	(3.4)	15.33	(2.1) (3.4)	61.76	(3.5)	(2.9)	45.43	(2.9)	(2.5)	15.33	(5.3)	(4.1)
3rd quarter	63.79	(6.1)	(3.5)	47.44	(5.9)	(3.7)	16.35	(6.6) (2.8)	63.74	(3.2)	(3.0)	47.90	(3.2)	(3.1)	15.84	(3.3)	(2.8)
4th quarter	63.29	(−0.8)	(3.3)	47.59	(0.3)	(3.8)	15.70	(−3.9) (1.7)	65.20	(2.3)	(4.1)	49.46	(3.3)	(4.5)	15.74	(−0.6)	(2.3)
1972 1st quarter	68.80	(8.7)	(4.8)	51.71	(8.7)	(5.5)	17.09	(8.3) (2.6)	70.83	(8.6)	(5.3)	53.56	(8.3)	(5.5)	17.27	(9.7)	(4.8)
2nd quarter	70.76	(2.8)	(3.8)	53.95	(4.3)	(4.4)	16.81	(−1.6) (2.0)	72.22	(2.0)	(3.7)	54.83	(2.4)	(3.6)	17.39	(0.7)	(4.1)
3rd quarter	71.59	(1.2)	(4.0)	54.30	(0.7)	(3.8)	17.29	(2.9) (4.4)	74.17	(2.7)	(4.0)	55.79	(1.8)	(3.9)	18.37	(5.7)	(4.5)
4th quarter	79.42	(10.9)	(8.2)	59.83	(10.2)	(8.0)	19.59	(13.3) (8.8)	81.05	(9.3)	(7.9)	61.31	(9.9)	(8.0)	19.74	(7.5)	(7.5)
1973 1st quarter	86.57	(9.0)	(9.7)	65.77	(9.9)	(9.7)	20.80	(6.2) (10.0)	88.61	(9.3)	(9.6)	67.35	(9.9)	(9.5)	21.26	(7.7)	(9.8)
2nd quarter	95.29	(10.1)	(10.0)	71.49	(8.7)	(9.8)	23.80	(14.4) (12.2)	97.68	(10.2)	(10.4)	73.10	(8.5)	(9.4)	24.58	(15.6)	(13.3)
3rd quarter	105.59	(10.8)	(9.1)	78.63	(10.0)	(8.2)	26.96	(13.3) (11.7)	108.86	(11.4)	(9.6)	80.89	(10.7)	(8.1)	27.97	(13.8)	(14.1)
4th quarter	111.04	(5.2)	(7.0)	82.26	(4.6)	(6.3)	28.78	(6.8) (9.0)	115.20	(5.8)	(8.6)	83.43	(3.1)	(5.5)	31.77	(13.6)	(17.3)
1974 1st quarter	119.11	(7.3)	(8.1)	87.52	(6.4)	(6.8)	31.59	(9.5) (11.6)	128.48	(11.5)	(11.1)	88.22	(5.7)	(6.4)	40.26	(26.7)	(23.1)
2nd quarter	133.55	(12.1)	(8.6)	95.90	(9.6)	(6.8)	37.65	(19.2) (13.4)	147.49	(14.8)	(10.8)	97.56	(10.6)	(7.8)	49.93	(24.0)	(17.5)
3rd quarter	137.90	(3.3)		97.85	(2.0)		40.05	(6.4)	152.28	(3.2)		101.82	(4.4)		50.46	(1.1)	

* See conditions.
† Excluding United States special category exports (see definitions)
‡ Imports into Canada and the United States are valued fob.
Source: OECD.

TABLE 2 Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted

US $ thousand million (fob). Percentage change over previous period in brackets

	Total	Canada	United States	Japan	OECD Europe	EFTA	EEC	United Kingdom	France	German Federal Republic	Italy
1967	36.51 (5.5)	2.64 (10.5)	7.88 (4.0)	2.61 (6.7)	22.52 (5.2)	3.47 (6.2)	18.44 (4.8)	3.61 (−2.0)	2.85 (4.4)	5.43 (7.9)	2.18 (8.2)
1968	41.08 (12.5)	3.14 (18.9)	8.60 (9.2)	3.24 (24.3)	25.21 (12.0)	3.83 (10.6)	20.74 (12.4)	3.86 (7.0)	3.18 (11.6)	6.21 (14.3)	2.55 (17.1)
1969	47.50 (15.6)	3.44 (9.6)	9.50 (10.4)	4.00 (23.3)	29.51 (17.1)	4.47 (16.5)	24.30 (17.2)	4.40 (14.1)	3.76 (18.2)	7.26 (17.0)	2.93 (15.1)
1970	55.01 (15.8)	4.04 (17.4)	10.81 (13.8)	4.83 (20.8)	34.15 (15.7)	5.16 (15.4)	28.09 (15.6)	4.84 (9.9)	4.49 (19.4)	8.55 (17.7)	3.30 (12.5)
1971	61.51 (11.8)	4.42 (9.5)	11.03 (2.0)	6.00 (24.2)	38.75 (13.5)	5.61 (8.8)	32.07 (14.2)	5.59 (15.6)	5.13 (14.4)	9.76 (14.2)	3.78 (14.6)
1972	72.70 (18.2)	5.05 (14.2)	12.42 (12.6)	7.15 (19.1)	46.42 (19.8)	6.77 (20.6)	38.29 (19.4)	6.09 (8.8)	6.44 (25.4)	11.55 (18.3)	4.64 (22.8)
1973	99.72 (37.2)	6.30 (24.8)	17.83 (43.6)	9.23 (29.1)	63.96 (37.8)	9.31 (37.5)	52.67 (37.6)	7.61 (25.0)	8.99 (39.6)	16.86 (46.0)	5.56 (19.9)
1969											
1st qtr.	43.34 (−0.7)	3.45 (5.0)	7.76 (−12.1)	3.72 (4.4)	27.44 (1.6)	4.22 (4.0)	22.54 (1.1)	4.05 (−0.2)	3.58 (2.7)	6.51 (−3.4)	2.88 (2.9)
2nd qtr.	47.38 (9.3)	3.34 (−3.1)	9.92 (27.7)	3.92 (5.5)	29.22 (6.5)	4.37 (3.6)	24.10 (6.9)	4.32 (6.8)	3.76 (5.0)	7.24 (11.2)	3.01 (4.5)
3rd qtr.	48.57 (2.5)	3.40 (1.9)	9.98 (0.6)	4.08 (4.1)	29.97 (2.6)	4.55 (4.3)	24.85 (2.3)	4.61 (6.6)	3.67 (−2.3)	7.33 (1.3)	3.01 (Nil)
4th qtr.	50.54 (4.1)	3.61 (6.1)	10.33 (3.5)	4.28 (4.8)	31.18 (4.0)	4.71 (3.5)	25.87 (4.1)	4.64 (0.6)	3.98 (8.3)	7.92 (8.1)	2.84 (−5.9)
1970											
1st qtr.	52.75 (4.4)	3.88 (7.6)	10.49 (1.5)	4.57 (6.7)	32.60 (4.6)	4.89 (3.7)	26.90 (4.8)	4.73 (1.9)	4.25 (7.0)	8.21 (3.6)	3.08 (8.8)
2nd qtr.	54.35 (3.0)	3.98 (2.6)	10.89 (3.9)	4.71 (3.2)	33.60 (3.0)	5.09 (4.2)	27.57 (2.5)	4.81 (1.6)	4.35 (2.3)	8.43 (2.7)	3.23 (4.9)
3rd qtr.	55.38 (1.9)	4.12 (3.4)	10.89 (Nil)	4.87 (3.2)	34.31 (2.1)	5.24 (2.8)	28.14 (2.1)	4.58 (−4.7)	4.54 (4.4)	8.65 (2.6)	3.42 (5.8)
4th qtr.	57.39 (3.6)	4.12 (Nil)	11.01 (1.1)	5.17 (6.2)	35.89 (4.6)	5.39 (2.8)	29.56 (5.1)	5.22 (13.9)	4.76 (4.8)	8.89 (2.8)	3.47 (1.4)
1971											
1st qtr.	58.48 (1.9)	4.32 (5.0)	(11.37 (3.3)	5.54 (7.2)	36.08 (0.5)	5.36 (−0.4)	29.74 (0.6)	4.90 (−6.2)	4.82 (1.2)	9.22 (3.7)	3.53 (1.8)
2nd qtr.	60.14 (2.8)	4.31 (−0.3)	11.11 (−2.3)	5.93 (7.0)	37.46 (3.8)	5.49 (2.4)	30.94 (4.0)	5.62 (14.8)	4.89 (1.5)	9.52 (3.3)	3.53 (Nil)
3rd qtr.	63.79 (6.1)	4.49 (4.2)	11.81 (6.3)	6.12 (3.2)	40.01 (6.8)	5.64 (2.7)	33.28 (7.6)	5.83 (3.7)	5.38 (10.0)	10.18 (6.9)	3.93 (11.3)
4th qtr.	63.29 (−0.8)	4.51 (0.4)	9.93 (−15.9)	6.41 (4.7)	41.07 (2.6)	5.90 (4.5)	34.02 (2.2)	6.02 (3.3)	5.50 (2.2)	10.09 (−0.9)	4.18 (6.4)
1972											
1st qtr.	68.80 (8.7)	4.60 (2.0)	12.05 (21.3)	6.68 (4.2)	44.04 (7.2)	6.30 (6.9)	36.43 (7.1)	6.04 (0.4)	5.91 (7.5)	11.15 (10.5)	4.37 (4.5)
2nd qtr.	70.76 (2.8)	5.02 (9.1)	11.68 (−3.1)	6.65 (−0.5)	45.80 (4.0)	6.53 (3.7)	37.93 (4.1)	6.38 (5.5)	6.34 (7.3)	11.35 (1.8)	4.49 (2.7)
3rd qtr.	71.59 (1.2)	4.82 (−4.0)	12.53 (7.3)	7.26 (9.2)	45.34 (−1.0)	6.83 (4.5)	37.07 (−2.3)	5.39 (−15.5)	6.44 (1.6)	11.27 (−0.7)	4.55 (1.3)
4th qtr.	79.43 (10.9)	5.58 (15.8)	13.63 (8.8)	7.85 (8.1)	50.41 (11.2)	7.39 (8.2)	41.57 (12.1)	6.57 (21.9)	7.12 (10.6)	12.59 (11.7)	4.96 (9.0)
1973											
1st qtr.	86.57 (9.0)	5.81 (4.2)	15.42 (13.1)	8.28 (5.5)	54.86 (8.2)	8.08 (9.3)	45.02 (8.3)	6.77 (3.0)	7.72 (8.4)	14.02 (11.4)	4.40 (−11.3)
2nd qtr.	95.29 (10.1)	6.00 (3.3)	16.56 (9.3)	8.76 (5.8)	61.33 (11.8)	8.89 (10.0)	50.56 (12.3)	7.67 (13.3)	8.70 (12.7)	16.03 (14.3)	5.28 (20.0)
3rd qtr.	105.59 (10.8)	6.09 (1.5)	18.63 (10.5)	9.36 (6.8)	69.11 (12.6)	9.82 (10.5)	57.06 (12.9)	8.06 (5.1)	9.68 (11.3)	18.68 (16.5)	6.11 (15.7)
4th qtr.	111.04 (5.2)	6.76 (11.0)	20.72 (11.2)	10.43 (11.4)	70.50 (2.0)	10.14 (3.3)	58.01 (11.7)	7.94 (−1.6)	9.95 (2.8)	18.70 (0.1)	6.40 (4.7)
1974											
1st qtr.	119.11 (7.3)	7.46 (10.4)	22.46 (8.4)	11.30 (8.3)	75.36 (6.9)	11.18 (10.3)	61.83 (6.6)	8.33 (5.0)	10.46 (5.1)	20.59 (10.1)	6.56 (2.5)
2nd qtr.	133.55 (12.1)	7.94 (6.4)	24.16 (8.9)	13.94 (23.4)	84.62 (12.3)	12.39 (10.8)	69.46 (12.3)	9.99 (19.9)	11.21 (7.2)	22.80 (10.7)	7.18 (9.5)
3rd qtr.	137.90 (3.3)	8.65 (8.9)	25.25 (4.5)	14.55 (4.4)	86.46 (2.2)	12.48 (0.7)	71.29 (2.6)	10.52 (9.7)	11.88 (6.0)	22.39 (−1.8)	8.16 (13.6)

Sources: United Kingdom: DTI
Other countries: OECD

TABLE 3 Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted

US $ thousand million (cif). Percentage change over previous period in brackets

	Total	Canada†	United States†	Japan	OECD Europe	EFTA	EEC	United Kingdom	France	German Federal Republic	Italy
1967	37.83 (5.5)	2.56 (10.1)	6.71 (5.0)	2.92 (22.4)	24.77 (3.2)	4.19 (3.7)	19.25 (3.6)	4.43 (6.2)	3.10 (4.4)	4.34 (−3.7)	2.46 (14.4)
1968	42.51 (12.4)	2.86 (11.6)	8.28 (23.5)	3.25 (11.3)	27.15 (9.6)	4.40 (5.2)	21.33 (10.8)	4.74 (7.1)	3.50 (12.7)	5.04 (16.1)	2.56 (4.3)
1969	49.02 (15.3)	3.29 (14.9)	9.01 (8.8)	3.76 (15.7)	31.95 (17.7)	5.08 (15.3)	25.23 (18.3)	4.99 (5.3)	4.35 (24.4)	6.23 (23.7)	3.11 (21.4)
1970	56.41 (15.1)	3.33 (1.3)	9.99 (10.9)	4.72 (25.6)	37.24 (16.5)	6.27 (23.4)	29.07 (15.2)	5.42 (8.7)	4.78 (9.9)	7.45 (19.6)	3.74 (20.1)
1971	62.68 (11.1)	3.86 (15.9)	11.40 (14.1)	4.93 (4.4)	41.32 (11.0)	6.83 (8.9)	32.45 (11.6)	5.98 (10.3)	5.31 (11.1)	8.59 (15.2)	4.00 (7.0)
1972	74.50 (18.9)	4.73 (22.4)	13.89 (21.8)	5.87 (19.1)	48.83 (18.2)	7.91 (15.8)	38.30 (18.0)	6.96 (16.4)	6.64 (25.1)	9.94 (15.8)	4.82 (20.6)
1973	102.69 (37.9)	5.83 (23.1)	17.28 (24.4)	9.58 (65.2)	68.29 (39.9)	10.70 (35.3)	53.81 (40.5)	9.69 (39.2)	9.35 (40.7)	13.62 (37.0)	6.95 (44.3)
1969											
1st qtr.	45.15 (0.4)	3.25 (5.2)	7.68 (−10.6)	3.46 (1.3)	29.84 (3.5)	4.64 (2.6)	23.61 (3.6)	4.86 (−0.2)	4.10 (2.9)	5.75 (7.9)	2.89 (4.8)
2nd qtr.	48.96 (8.4)	3.26 (0.4)	9.49 (23.6)	3.53 (2.0)	31.71 (6.2)	4.92 (6.0)	25.22 (6.8)	5.03 (3.6)	4.47 (9.2)	6.08 (5.8)	3.08 (6.7)
3rd qtr.	50.05 (2.2)	3.26 (Nil)	9.33 (−1.6)	3.96 (12.1)	32.43 (2.3)	5.18 (5.2)	25.59 (1.5)	5.01 (−0.5)	4.35 (−2.7)	6.32 (3.8)	3.23 (4.9)
4th qtr.	51.80 (3.5)	3.38 (3.9)	9.53 (2.1)	4.06 (3.0)	33.72 (4.0)	5.52 (6.7)	20.44 (3.3)	5.06 (1.1)	4.39 (0.9)	6.79 (7.5)	3.27 (1.3)
1970											
1st qtr.	54.11 (4.5)	3.31 (−2.3)	9.73 (2.1)	4.45 (9.1)	35.53 (5.4)	5.95 (7.7)	27.68 (4.7)	5.14 (1.6)	4.53 (3.2)	7.25 (6.8)	3.49 (6.7)
2nd qtr.	55.63 (2.8)	3.35 (1.4)	9.70 (−0.3)	4.61 (3.5)	36.85 (3.7)	6.15 (3.5)	28.82 (4.1)	5.49 (6.6)	4.68 (3.4)	7.33 (1.1)	3.71 (5.3)
3rd qtr.	57.03 (2.5)	3.45 (2.9)	10.02 (3.3)	4.90 (6.3)	37.49 (1.7)	6.32 (2.8)	29.31 (1.7)	5.33 (−2.9)	4.90 (4.5)	7.48 (2.0)	3.93 (5.7)
4th qtr.	58.88 (3.2)	3.20 (−7.1)	10.52 (5.0)	4.93 (0.7)	39.07 (4.2)	6.62 (4.7)	30.56 (4.2)	5.73 (7.7)	5.03 (2.7)	7.78 (4.0)	3.83 (−2.2)
1971											
1st qtr.	59.67 (1.4)	3.62 (13.2)	10.82 (2.8)	4.92 (−0.2)	39.20 (0.3)	6.40 (−3.4)	30.96 (1.3)	5.71 (−0.5)	4.97 (−1.1)	8.09 (4.0)	4.02 (4.9)
2nd qtr.	61.76 (3.5)	3.74 (3.5)	11.56 (6.9)	4.94 (0.4)	40.34 (2.9)	6.70 (4.7)	31.53 (1.9)	5.91 (3.5)	5.15 (3.5)	8.39 (3.7)	3.83 (−4.9)
3rd qtr.	63.74 (3.2)	3.92 (5.1)	12.06 (4.3)	4.72 (−4.4)	41.84 (3.7)	6.94 (3.6)	32.85 (4.2)	5.96 (0.9)	5.50 (6.9)	8.81 (5.0)	3.99 (4.4)
4th qtr.	65.20 (2.3)	4.17 (6.3)	11.21 (−7.1)	5.14 (8.8)	43.49 (4.0)	7.19 (3.6)	34.19 (4.1)	6.34 (6.4)	5.64 (2.6)	9.06 (2.9)	4.19 (4.9)
1972											
1st qtr.	70.83 (8.6)	4.41 (5.8)	13.46 (20.1)	5.40 (5.1)	46.37 (6.6)	7.47 (3.8)	36.58 (7.0)	6.85 (8.0)	6.35 (12.6)	9.54 (5.3)	4.46 (6.4)
2nd qtr.	72.22 (2.0)	4.64 (5.0)	13.20 (−1.9)	5.46 (1.1)	47.79 (3.1)	7.76 (3.9)	37.46 (2.4)	6.96 (1.5)	6.46 (1.6)	9.89 (3.7)	4.61 (3.4)
3rd qtr.	74.17 (2.7)	4.72 (1.7)	14.06 (6.5)	5.96 (9.2)	48.31 (1.1)	7.88 (1.5)	37.69 (0.6)	6.53 (−6.1)	6.61 (2.3)	9.84 (−0.6)	4.90 (6.2)
4th qtr.	81.05 (9.3)	5.09 (7.5)	15.22 (8.3)	6.65 (11.7)	52.46 (8.6)	8.47 (7.5)	41.12 (9.1)	7.50 (14.8)	7.25 (9.8)	10.52 (6.9)	5.32 (8.7)
1973											
1st qtr.	88.61 (9.3)	5.49 (7.9)	16.02 (5.3)	7.43 (11.7)	58.26 (11.1)	9.30 (9.8)	45.62 (10.9)	8.13 (8.4)	7.94 (9.5)	11.95 (13.6)	5.37 (0.9)
2nd qtr.	97.65 (10.2)	5.56 (1.3)	16.58 (3.5)	9.06 (21.9)	64.89 (11.4)	9.79 (5.3)	51.60 (13.1)	9.44 (16.1)	9.00 (13.4)	13.00 (8.8)	6.70 (24.5)
3rd qtr.	108.86 (11.4)	5.50 (4.3)	17.62 (6.3)	10.17 (12.3)	73.47 (13.2)	11.64 (18.9)	57.87 (12.2)	10.22 (8.3)	10.22 (13.6)	14.44 (11.1)	7.71 (15.1)
4th qtr.	115.20 (5.8)	6.38 (10.0)	18.91 (7.3)	11.67 (14.7)	76.20 (3.7)	11.89 (2.1)	59.93 (3.6)	10.94 (7.0)	10.43 (2.1)	15.08 (4.4)	8.00 (3.8)
1974											
1st qtr.	128.45 (11.5)	7.26 (13.8)	21.61 (14.3)	14.24 (22.0)	83.03 (9.0)	13.12 (10.3)	65.62 (9.5)	12.10 (10.6)	11.95 (14.6)	15.38 (2.0)	9.34 (16.8)
2nd qtr.	147.49 (14.8)	7.65 (5.4)	24.86 (15.0)	16.15 (13.4)	96.01 (15.6)	14.74 (12.3)	75.09 (14.4)	14.31 (18.3)	13.29 (11.2)	17.47 (13.6)	10.13 (8.8)
3rd qtr.	152.28 (3.2)	8.55 (11.8)	27.21 (9.5)	15.85 (−1.9)	97.63 (1.7)	15.43 (4.7)	77.15 (2.7)	14.21 (7.7)	14.09 (6.0)	17.86 (2.2)	11.22 (10.8)

† Canadian and United States imports are valued fob.
Sources: United Kingdom: DTI
Other countries: OECD

business stockholding, reinforced by a progressive tightening of Government fiscal and monetary policies. Unemployment rose sharply at the beginning of the period, but showed no further increase until the autumn when it once again began to increase strongly. In its external trade, the United States of America has been gaining benefit from the earlier dollar depreciation. Exports in the first nine months of 1974 were 11 per cent higher in volume than in the first nine months of 1973 (and 41 per cent higher in terms of US dollars). Over the same period, imports declined in volume by 1½ per cent (but increased by 46½ per cent in value, due mainly to the rise in oil prices). The deterioration in the terms of trade was of the order of 14 per cent, and the trade deficit moved from $739 million in the first three quarters of 1973 to $4,262 million in the first three quarters of 1974.

Canada

The Canadian economy passed through a period of rapid expansion towards the end of 1973 and into the first quarter of last year. Industrial production increased strongly following the strikes in August 1973 but fell back slightly in the second and third quarters of 1974. There was a slackening in the growth of the value of exports in the first nine months of 1974, reflecting a fall in volume of 6 per cent between the first three quarters of 1973 and 1974. This slowdown in exports is due to economic problems in other countries, notably the United States which is Canada's largest customer. Imports showed an easing in the second quarter, but picked up again in the third quarter. In 1974 the consumer price index showed an increase of 10 per cent on a year earlier which was one percentage point lower than the United States increase.

Japan

The Government's fiscal measures taken to curtail domestic demand have been largely responsible for the down turn in the Japanese economy in the first three quarters of 1974. GNP was about 27 per cent lower in the first three quarters of 1974 than in the first three quarters of 1973. A fall of 2 per cent in industrial production in the first quarter, partly due to the oil shortage, was followed by further declines in the second and third quarters which is a very significant turn round by Japanese standards. Both wholesale and consumer price levels were rising strongly, but decelerated towards the end of the year. Consumer prices in particular rose by 24½ per cent in 1974 compared with the previous year. Exports and imports increased in dollar value by 50½ and 73½ per cent respectively in the first three quarters of 1974 compared with the first three quarters of 1973. This represents volume increases of about 14½ per cent in exports and 4 per cent in imports.

The Federal Republic of Germany

Economic growth in Germany during the first nine months of 1974 was subdued. Gross national product was only 1 per cent higher than the corresponding period a year earlier, and industrial production only ½ per cent higher. Unemployment was rising throughout 1974 and for the first time in many years exceeded the number of unfilled vacancies. At least in part because of the restrictive monetary and fiscal policies adopted in 1973, fixed investment was 6 or 7 per cent lower than a year earlier and growth in private consumption has slackened. Stocks were run down. Consumer prices increased by only 7 per cent in 1974 less than half the average in Western Europe. As against these internal factors, demand for German exports has continued to increase strongly, particularly for chemicals and steel. Export volume increased by about 14 per cent in the first three quarters of 1974, over that of the same period of 1973, whilst imports were about 2 per cent down. Over the first three quarters of 1974 as a whole, the terms of trade averaged only about 10 per cent worse

TABLE 4 World Trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) from									Imports (cif) into								
	World			Industrial countries			Primary producers			World			Industrial countries			Primary producers		
		Percentage change			Percentage change			Percentage change			Percentage change			Percentage change			Percentage change	
		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*		over previous period	in smoothed series*
									Volume of world exports 1966 = 100									
1967	47.47	(5.0)		36.51	(5.5)		10.96	(3.5)		134	49.75	(5.2)		37.83	(5.5)		11.92	(4.6)	
1968	53.01	(11.7)		41.08	(12.5)		11.93	(8.9)		151	55.26	(11.1)		42.51	(12.4)		12.75	(7.0)	
1969	60.65	(14.4)		47.50	(15.6)		13.15	(10.2)		167	62.96	(13.9)		49.02	(15.3)		13.94	(9.3)	
1970	69.69	(14.9)		55.01	(15.8)		14.68	(11.6)		183	72.46	(15.1)		56.41	(15.1)		16.05	(15.1)	
1971	78.15	(12.1)		61.51	(11.9)		16.64	(13.4)		194	81.12	(12.0)		62.68	(11.1)		18.44	(14.9)	
1972	92.91	(18.9)		72.70	(18.2)		20.21	(21.5)		213	94.65	(16.7)		74.50	(18.9)		20.15	(9.3)	
1973	129.23	(39.1)		99.72	(37.2)		29.51	(46.0)		245	130.10	(37.5)		102.70	(37.9)		27.40	(36.0)	
1969																			
1st qtr.	55.74	(−0.5)	(2.5)	43.34	(−0.7)	(2.7)	12.40	(0.5)	(1.7)	154	58.15	(−0.3)	(2.5)	45.15	(0.4)	(3.1)	13.00	(−2.5)	(0.5)
2nd qtr.	60.26	(8.1)	(4.7)	47.38	(9.3)	(5.0)	12.88	(3.9)	(3.3)	168	62.48	(7.4)	(4.4)	48.96	(8.4)	(4.8)	13.52	(4.0)	(3.0)
3rd qtr.	62.10	(3.1)	(4.4)	48.57	(2.5)	(4.5)	13.54	(5.1)	(3.9)	171	64.47	(3.2)	(4.2)	50.05	(2.2)	(4.0)	14.42	(6.7)	(5.0)
4th qtr.	64.29	(3.5)	(3.5)	50.54	(4.1)	(3.8)	13.75	(1.6)	(2.6)	173	66.50	(3.3)	(3.4)	51.80	(3.5)	(3.4)	14.80	(2.7)	(3.2)
1970																			
1st qtr.	66.80	(3.9)	(3.7)	52.75	(1.4)	(3.9)	14.06	(2.2)	(2.9)	174	69.08	(3.7)	(3.5)	54.11	(4.5)	(3.8)	14.97	(1.1)	(2.7)
2nd qtr.	69.20	(3.5)	(3.2)	54.35	(3.0)	(3.1)	14.86	(5.7)	(3.5)	184	71.44	(3.4)	(3.3)	55.63	(2.8)	(3.1)	15.82	(5.6)	(3.8)
3rd qtr.	70.31	(1.6)	(2.4)	55.38	(1.9)	(2.6)	14.93	(0.5)	(1.5)	182	73.36	(2.7)	(3.1)	57.03	(2.5)	(2.8)	16.32	(3.2)	(4.1)
4th qtr.	72.27	(2.8)	(2.4)	57.39	(3.6)	(2.8)	14.88	(−0.3)	(0.9)	189	75.94	(3.5)	(2.9)	58.88	(3.2)	(2.6)	17.05	(4.5)	(4.2)
1971																			
1st qtr.	73.91	(2.3)	(2.8)	58.48	(1.9)	(2.6)	15.43	(3.7)	(3.6)	188	77.53	(2.1)	(2.8)	59.67	(1.4)	(2.4)	17.85	(4.6)	(4.2)
2nd qtr.	76.66	(3.7)	(4.0)	60.14	(2.8)	(3.4)	16.52	(7.1)	(6.3)	195	80.17	(3.4)	(3.0)	61.76	(3.5)	(2.9)	18.41	(3.1)	(3.1)
3rd qtr.	81.47	(6.3)	(3.6)	63.79	(6.1)	(3.5)	17.68	(7.0)	(4.0)	198	82.47	(2.8)	(2.7)	63.74	(3.2)	(3.0)	18.73	(1.7)	(1.7)
4th qtr.	80.23	(−1.5)	(3.1)	63.29	(−0.8)	(3.3)	16.94	(−4.2)	(2.6)	195	83.98	(1.8)	(3.5)	65.20	(2.3)	(4.1)	18.78	(0.3)	(1.6)
1972																			
1st qtr.	87.88	(9.5)	(5.0)	68.80	(8.7)	(4.8)	19.08	(12.7)	(5.9)	204	90.30	(7.5)	(4.7)	70.83	(8.6)	(5.3)	19.47	(3.7)	(2.5)
2nd qtr.	90.46	(2.9)	(4.2)	70.76	(2.8)	(3.8)	19.70	(3.2)	(5.9)	211	92.16	(2.1)	(3.4)	72.22	(2.0)	(3.7)	19.94	(2.4)	(2.3)
3rd qtr.	92.34	(2.1)	(4.1)	71.59	(1.2)	(4.0)	20.75	(5.3)	(4.1)	210	94.26	(2.3)	(3.8)	74.17	(2.7)	(4.0)	20.09	(0.8)	(2.2)
4th qtr.	100.73	(9.1)	(7.9)	79.42	(10.9)	(8.2)	21.31	(2.7)	(7.2)	228	102.16	(8.4)	(7.2)	81.05	(9.3)	(7.9)	21.11	(5.1)	(5.4)
1973																			
1st qtr.	111.68	(10.9)	(10.2)	86.57	(9.0)	(9.7)	25.11	(17.9)	(11.8)	235	111.89	(9.5)	(9.5)	88.61	(9.3)	(9.6)	23.28	(10.3)	(9.0)
2nd qtr.	122.70	(9.0)	(10.5)	95.29	(10.1)	(10.0)	27.41	(9.1)	(12.2)	245	123.34	(10.2)	(10.4)	97.68	(10.2)	(10.4)	25.66	(10.2)	(10.5)
3rd qtr.	136.70	(11.4)	(9.7)	105.59	(10.8)	(9.1)	31.11	(13.5)	(11.7)	247	137.41	(11.4)	(10.0)	108.86	(11.4)	(9.6)	28.55	(11.3)	(11.4)
4th qtr.	145.44	(6.4)	(9.9)	111.04	(5.2)	(7.0)	34.40	(10.6)	(11.5)	252	147.31	(7.2)	(9.3)	115.20	(5.8)	(8.6)	32.11	(12.5)	(11.8)
1974																			
1st qtr.	167.45	(15.1)	(11.7)	119.11	(7.3)	(8.1)	48.34	(40.5)	(22.7)	258	164.10	(11.4)	(11.4)	128.48	(11.5)	(11.1)	35.62	(11.0)	(12.5)
2nd qtr.	184.36	(10.1)	(10.0)	133.55	(12.1)	(8.6)	50.81	(5.1)	(13.8)		188.57	(14.9)	(11.3)	147.40	(14.8)	(10.5)	41.09	(15.4)	(13.0)
3rd qtr.	194.99	(5.8)		137.90	(3.3)		57.09	(12.4)			197.72	(4.9)		152.28	(3.2)		45.44	(10.6)	

* See definitions.
† Imports into Canada and the United States are valued fob.
Sources: Industrial countries: OECD.
Primary producers: International Monetary Fund (seasonally adjusted by DTI)
Volume index: United Nations (seasonally adjusted by DTI).

than in 1973, the effect of higher oil prices being partly counterbalanced by the improved effective exchange rate of the mark.

France

In the first three quarters of 1974, the French economy recovered from a downturn in the fourth quarter of 1973 to grow more or less in line with production potential. Continuing rapid growth in fixed investment and exports have been the major factors, with private consumption increasing rather more slowly than in 1973. Export volume was 12 per cent higher than in the first three quarters of 1973. Unemployment was beginning to show a rising trend, and the number of unfilled vacancies decreasing from mid-year. Consumer prices rose 13½ per cent in 1974 – one of the higher rates of increase in western Europe. Import volume increased by 6 per cent on the figure for the first three quarters of 1973, and the terms of trade worsened by over 20 per cent. The visible trade deficit for the first nine months of 1974 was $5.8 billion, as against a deficit of $1.4 billion for the year 1973.

Italy

Activity levels in Italy were high in the first half of 1974, but declined in the latter months. Strong expansion in industrial production in the first part of the year was followed by a marked fall in the third quarter. By April the number of unemployed stood at the lowest level for several years, but unemployment and short time working increased sharply towards the end of the year. Fixed investment has shown some falling away from the very high levels of 1973, and private consumption appears to have slowed down. Consumer prices rose by just over 19 per cent in 1974, virtually the fastest rate in western Europe. Export volume in the first three quarters of 1974 decreased by about 2 per cent compared with the level reached in the second half of 1973.

In the remainder of this article, some account is given of world trade in manufactures up to the end of 1973.

Exports of manufactures in 1973

From 1972 to 1973, exports of manufactured goods from the main manufacturing countries increased by 14½ per cent in volume. This represented a sharp recovery after three years of exceptionally slow growth of trade in manufactured goods (see Table 9). Of the total increase in trade, 69 per cent by value represented increased exports to industrial countries (including the main manufacturing countries themselves), 31 per cent increased exports to primary producing countries.

The increase in the volume of manufactured goods exported to industrial countries was of the order of 13 per cent. Changes in the volume of manufactured goods imported by industrial countries (of which exports of manufactures to these countries are one measure) tend to be closely correlated with changes in the total volume of their industrial production (see Table 9). Total industrial production of the industrial countries increased by about 9 per cent from 1972 to 1973, and the change in the volume of manufactured goods exported to them was of about the order to be expected from this size of change in their internal levels of economic activity.

The increase in the volume of manufactured goods exported to primary producing countries between 1972 and 1973 was around 17 per cent. In the past, variations in manufactures exports to primary producing countries have usually reflected changes in the real values of their own earnings from exports as much as a year previously. Between 1971 and 1972, the export earnings of the primary producers (deflated by the price index of the manufactures imports which they bought) increased by only around 8 per cent: whereas – because of the great rise in commodity prices, including oil – the real export earnings of the primary producers increased from 1972 to 1973 by almost a quarter. It may be therefore that the exceptional magnitude of the 1973 increase in primary producers' export receipts caused a response by way of increased purchases of manufactures rather more prompt than previous experience would have suggested.

In the upshot, therefore, the relative importance of the primary producing countries as markets for manufactured goods increased from 1972 to 1973 – a break with previous trends.

Performance of individual countries exporting manufactures

Out of the world's 11 main manufacturing countries, the sharpest 1973 increase in volume of manufactures exports was achieved by the United States, followed by the German Federal Republic. The United Kingdom achieved an increase of 14 per cent (on a relatively low 1972 figure), only slightly below the growth in all 11 countries' manufactures exports. Italy and Japan experienced exceptionally small increases in export volume, while amongst the smaller indus-

TABLE 5 Index numbers of industrial production

Seasonally adjusted — 1970 = 100

	Industrial countries	Canada	United States	Japan	OECD Europe	Sweden	EEC	United Kingdom	France	German Federal Republic	Italy
Weights	100.0	3.5	42.9	11.6	40.4	1.3	34.0	6.2	8.0	12.4	4.3
1967	84	86	94	63	80	83	90	90	80	74	85
1968	91	92	99	76	85	88	87	98	84	83	90
1969	98	98	104	88	95	94	95	100	94	94	94
1970	100	100	100	100	100	100	100	100	100	100	100
1971	101	106	100	103	102	101	102	100	104	102	100
1972	108	113	108	110	107	104	106	102	112	106	104
1973	118	123	118	129	116	111	115	110	120	114	114
1969 1st quarter	96	97	103	83	92	92	93	99	92	91	95
2nd quarter	98	97	103	86	95	94	95	100	95	94	97
3rd quarter	99	97	105	89	96	96	96	100	96	95	95
4th quarter	99	99	104	94	96	99	96	100	96	98	88
1970 1st quarter	100	101	101	97	99	100	100	100	100	100	100
2nd quarter	100	100	101	100	100	101	100	99	100	101	99
3rd quarter	100	100	100	101	100	101	100	100	99	100	99
4th quarter	99	100	97	102	101	102	101	101	101	100	101
1971 1st quarter	101	102	99	103	102	101	102	100	104	102	99
2nd quarter	101	104	100	102	102	100	102	101	103	103	96
3rd quarter	102	106	100	103	103	100	103	100	107	102	100
4th quarter	102	108	101	104	103	101	103	100	108	100	101
1972 1st quarter	104	110	103	106	105	102	105	97	112	103	103
2nd quarter	107	112	107	108	106	102	106	102	110	105	104
3rd quarter	109	112	109	111	107	106	106	103	112	105	102
4th quarter	113	118	113	116	111	107	110	106	116	110	108
1973 1st quarter	116	121	115	123	114	109	113	110	118	113	105
2nd quarter	118	123	117	128	115	111	114	110	120	114	115
3rd quarter	119	122	119	131	117	114	115	111	122	113	118
4th quarter	121	125	119	135	118	116	116	110	122	116	118
1974 1st quarter	120	128	117	132	118	118	116	104	124	115	123
2nd quarter	120	127	118	130	120	120	118	110	125	116	126
3rd quarter	119	125	118	125	118	119	116	111	126	112	119

Source: OECD.

trial countries, it was Switzerland whose exports of manufactured goods grew least. Details of the growth in volume of different countries' exports of manufactures are shown in Table 9; and their changed percentage shares of total value of export trade in manufactures in Table 7.

The 22½ per cent increase in the volume of United States manufactures exports (two-thirds as high again as the growth of total trade in manufactures) follows 10 years in which its growth had been persistently below that of world trade. The dramatic recovery in 1973 primarily reflects the improved competitiveness of US export prices for manufactured goods. As a consequence of the depreciation of the dollar, US export prices in 1972 averaged 5 per cent lower, and in 1973 13 per cent lower than in 1971, relative to the average for all main manufacturing countries (cf Table 10). But it was helped also by the fact that the 1973 expansion of other countries' imports of manufactures was particularly sharp in those countries which were particularly good markets for US goods – notably Japan.

The German Federal Republic's exports of manufactured goods increased by 19 per cent in volume. Over the last 10 years, West Germany's annual growth rate in exports of manufactures had averaged only a shade higher than the growth of world trade in manufactures generally. But from the winter of 1972/73 a marked differential has been developing. Like the USA (though to a lesser extent), West Germany benefited in 1973 from the fact that the expansion of demand for imported manufactures was especially strong in countries which were particularly important markets for German exports. And in terms of domestic currencies, Germany's prices have increased less than most of her competitors'. This has however been more than offset by the appreciation of the Deutschmark. When both are expressed, eg in US dollars, it can be seen from Table 10, that German export prices were some 6 per cent higher in 1973 relative to the average for main manufacturing countries than they had been in 1971 (and 5 or 6 per cent higher than in 1972). On balance the 1973 growth in the volume of West Germany's exports of manufactures was considerably greater than might have been expected from their past relationship with the competitiveness of Germany's export prices and the growth of overseas markets.

French exports of manufactures increased by 13 per cent in volume from 1972 to 1973. Over the previous 10 years (and more especially over the last five years), the growth rate of the volume of French manufactures exports had averaged rather faster than that of world trade in manufactures. The somewhat less satisfactory result for 1973 seems mainly attributable to the less competitive position of French export prices in foreign currency. Following the exchange rate adjustments of the last three years, they stood about 5 per cent higher than in 1971 (and about 3 to 4 per cent higher than in 1972) relative to the average for all main manufacturing countries taken together (cf. Table 10).

The volume of Japanese manufactures exports increased by only 6 per cent in 1973 (and had increased by only 6½ per cent in 1972). This has been a radical departure from trend. Over the previous nine years 1962 to 1971, the growth rate in the volume of Japan's manufactures had averaged 18½ per cent, or nearly twice that of the main manufacturing countries taken together. Some slowing down in the growth of Japan's exports was to be expected. Following the exchange rate changes of the last three years, Japan's export prices in 1972 were 3 per cent, and in 1973 7 per cent higher relative to those of all main manufacturing countries taken together, than they had been in 1971. However, the 1973 growth of import demand by countries which are especially important markets for Japan (in particular the United States) was much less than that of world trade generally. Even allowing for these factors, however, the slowing down of Japanese export growth was pronounced.

The position of the UK

As shown in Table 7, the UK's proportionate share of the total value of all the main manufacturing countries' exports of manufactured goods declined from 10.1 per cent in 1972 to 9.4 per cent in 1973. A decline in the UK's percentage share of the value of world trade in manufactures has been a persistent feature of international trade over the last 20 years. But whereas normally this decline has reflected a relatively slow growth in the volume of UK exports, nine-tenths of the decline from 1972 to 1973 reflected a rise in UK export prices (in terms of foreign currency) slower than those of our competitors. The volume of UK exports of manufactured goods expanded by 13.9 per cent, as compared with a 14.5 per cent volume growth in the exports of all main manufacturing countries. Demand for UK exports was helped by the improved competitiveness of UK export prices. But in the second half of the year, export deliveries in several sectors began to fall behind overseas demand, reflecting domestic limitations on supply.

TABLE 6 Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (fob)

	Total†* (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States†	Japan	Sweden	Switzerland	Belgium-Luxembourg	France*	German Federal Republic	Italy	Netherlands
1967	24.86	3.02	1.47	5.07	2.44	0.83	0.80	1.44	2.11	4.87	1.75	1.06
1968	28.62	3.25	1.83	5.78	3.05	0.91	0.90	1.67	2.35	5.57	2.10	1.22
1969	33.52	3.75	2.12	6.47	3.74	1.07	1.05	2.07	2.76	6.56	2.44	1.49
1970	38.57	4.08	2.39	7.17	4.53	1.31	1.16	2.40	3.40	7.67	2.77	1.70
1971	43.54	4.77	2.61	7.42	5.66	1.44	1.31	2.57	3.85	8.75	3.16	2.02
1972	51.17	5.16	2.94	8.27	6.77	1.68	1.57	3.31	4.76	10.38	3.91	2.42
1973	68.23	6.41	3.42	10.95	8.69	2.34	2.17	4.57	6.53	15.08	4.66	3.45
1969 1st quarter	30.44	3.45	2.00	5.59	3.16	1.00	0.94	1.91	2.64	5.76	2.38	1.35
2nd quarter	33.31	3.68	2.18	6.96	3.60	1.08	1.02	2.05	2.87	6.43	2.61	1.47
3rd quarter	34.61	3.93	2.09	6.36	3.95	0.97	1.02	1.94	2.45	6.41	2.48	1.48
4th quarter	35.71	3.98	2.23	6.97	4.26	1.23	1.22	2.38	3.06	7.62	2.31	1.64
1970 1st quarter	36.46	4.04	2.26	7.14	3.88	1.21	1.06	2.27	3.17	7.04	2.53	1.56
2nd quarter	38.80	4.05	2.58	7.75	4.37	1.32	1.18	2.54	3.55	7.62	2.87	1.66
3rd quarter	38.76	3.86	2.17	6.75	4.71	1.20	1.11	2.19	3.09	7.52	2.79	1.70
4th quarter	40.25	4.39	2.54	7.04	5.15	1.50	1.29	2.60	3.79	8.48	2.95	1.87
1971 1st quarter	41.00 p	4.22	2.51	7.55	4.75	1.42	1.15	2.41	3.73	8.11	2.89	1.89 p
2nd quarter	42.65 p	4.78	2.79	7.84	5.53	1.47	1.27	2.52	3.90	8.40	3.07	1.95 p
3rd quarter	45.36 p	4.88	2.40	7.47	5.98	1.28	1.29	2.48	3.57	8.88	3.16	2.01 p
4th quarter	45.14 p	5.18	2.74	6.84	6.36	1.60	1.51	2.89	4.18	9.59	3.50	2.23 p
1972 1st quarter	48.88	5.12	2.75	8.25	5.87	1.59	1.46	2.99	4.52	9.79	3.68	2.34
2nd quarter	50.53	5.39	3.23	8.80	8.24	1.67	1.53	3.42	4.96	10.21	3.95	2.51
3rd quarter	50.16	4.54	2.51	7.82	7.12	1.53	1.50	3.01	4.22	9.78	3.71	2.29
4th quarter	55.13	5.57	3.26	8.72	7.85	1.95	1.80	3.81	5.33	11.74	4.28	2.58
1973 1st quarter	59.43	5.81	3.30	9.89	7.10	2.11	1.84	3.92	5.69	12.42	3.52	3.22
2nd quarter	65.57	6.50	3.51	11.04	8.17	2.28	2.12	4.42	6.67	14.33	4.46	3.89
3rd quarter	72.20	6.72	2.94	10.52	9.06	2.18	2.23	4.62	6.27	16.18	5.04	3.41
4th quarter	75.71	6.62	3.93	12.33	10.41	2.77	2.49	5.33	7.47	17.37	5.60	3.74
1974 1st quarter	79.58 p	6.91	3.72	14.09	9.66	2.53	2.45	5.02	7.40	17.83	5.17 p	4.19 p
2nd quarter	91.57 p	8.07	4.19	16.05	13.07	3.16	2.79	6.37 p	8.69	20.22	5.96 p	4.94 p
3rd quarter	95.89 p	8.58	4.06 p	15.15	14.15 p	2.95 p	2.59 p			19.38		

† Excluding United States special category exports (see definitions).
Sources: United Kingdom and Total: DTI
Other countries: OECD.

* The 1970, 1971 and 1972 figures include exports of certain items valued at $138, $163 and $196 million respectively which are assigned to section 5 of OECD but to section 9 by other reporting authorities.

DEFINITIONS

Areas

Industrial countries – All members of the OECD except New Zealand (Tables 1-5). All members of the OECD except Australia and New Zealand (Table 11).
Primary producers – All other countries including New Zealand and centrally planned economies (Tables 1-5). The centrally planned economies are excluded as reporting countries but are included as markets for exports and suppliers of imports.
Australia is included with primary producers in Table 11.
European Economic Community – Belgium-Luxembourg, Denmark, France, German Federal Republic, Ireland, Italy, Netherlands and United Kingdom (Tables 1-5). The six original members only in Table 11.
European Free Trade Area – Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland.
OECD Europe – The members of the EEC and of EFTA, plus Greece, Spain and Turkey.
Centrally planned economies – The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, Cuba, the People's Republic of China, North Korea and North Vietnam.

Manufactures

Manufactures of manufactured goods are the products defined by sections 5 to 8 of the United Nations Standard International Trade Classification (Revised). In 1972 the main manufacturing countries supplied 84 per cent of all exports of manufactured goods (excluding exports by the centrally planned economies).

Special category

The figures of United States exports (and hence of exports from the main manufacturing countries in total) exclude 'special category exports' for which detailed information on countries of destination is withheld by the United States authorities.

Growth rates

The growth rates shown in the tables were obtained from the antilogarithms of the slopes of straight lines fitted by least squares to the logarithms of the annual values of exports, with time as the independent variable. The smoothed series of percentage changes is intended to facilitate the assessment of trends by ironing out some of the fluctuations in the quarter to quarter percentage changes. Percentage changes are shown for the smoothed series obtained by averaging the quarterly totals according to the following formula: smoothed total for any quarter = ¼(1 × total for previous quarter + 2 × total for the quarter in question + 1 × total for the next quarter). Technically this smoothing device is known as 1, 2, 1 weighted average.

Table 11 shows how the total value of the main manufacturing countries' exports of manufactured goods to different market areas has grown over the years, together with the associated changes in the UK's share of each market.

As between the different markets, it can be seen that for many years the UK's share of manufactures exports to primary producers has been declining faster than its share of exports to industrial countries. This trend was accentuated in 1972 and 1973 (so that by 1973 the UK's percentage share of manufactures exports to primary producers was only marginally greater than to industrial countries). Amongst industrial countries the UK's value share in exports to North America had before 1970 been declining particularly sharply; but since then it has been stabilised, and in 1973 showed a small increase. Conversely, the UK's share in exports to OECD countries in Europe had before 1970 been declining rather less sharply than the share of exports to industrial countries in general, but has since then been declining more sharply. Within this latter share, however, the UK's value share in exports to the EEC (6) had before 1970 been declining more sharply than that to OECD countries in Europe as a whole; whereas since 1970 it has been declining less sharply.

Supplementary information

Supplementary information on the development of world trade in manufactured goods in the form of an analysis of the commodity pattern of exports to various markets by each of the main manufacturing countries for the years 1963-73 is available on written request to EcS5D, Room 235B, Department of Industry, 1 Victoria Street, London SW1H 0ET.

TABLE 7 Percentage shares in main manufacturing countries exports of manufactures

	United Kingdom	Canada	USA	Japan	Sweden	Switzerland	Belgium	France	German FR	Italy	Netherlands	Total
1963	15.3	4.3	21.3	7.5	3.4	3.4	5.9	9.0	19.8	6.0	4.2	100.0
1968	11.3	6.4	20.2	10.6	3.2	3.1	5.9	8.2	19.5	7.3	4.3	100.0
1970	10.6	6.2	18.6	11.7	3.4	3.0	6.2	8.8	19.9	7.2	4.4	100.0
1971	10.9	6.0	17.0	13.0	3 3	3.0	5.9	8.8	20.1	7.2	4.6	100.0
1972	10.1	5.7	16.1	13.2	3.3	3.1	6.4	9.3	20.3	7.6	5.0	100.0
1973	9.4	5.0	16.0	12.7	3.4	3.2	6.7	9.5	22.1	6.8	5.0	100.0

TABLE 8 Dollar value of exports of manufactures

	Percentage increase on preceding year											Growth rates per cent per annum		Value US $ million
	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1963-73	1968-73	1973
United Kingdom	7	6	8.5	7	1.5	7.5	15.5	9	16.5	8.5	24.5	9	14	25,632
Canada	7.5	21.5	11	26.5	22.5	24.5	16	12.5	9.5	12.5	16	17	12.5	13,689
USA	5.5	15.5	5.5	11.5	8.5	14	12	11	3.5	11.5	32.5	11	12	43,781
Japan	13	23.5	28	16.5	8	25	23	21	25	20	28	21	22.5	34,741
Sweden	10	14	10	11.5	9	9.5	17.5	22	10.5	17	38	14.5	19	9,340
Switzerland	8	9.5	12	10.5	6.5	13	17	10.5	12.5	20.5	37	13.5	18	8,678
Belgium/Luxembourg	10	18.5	15	7.5	2.5	16.5	23.5	16	7	28.5	38	15	20.5	18,286
France	8	11	13	8.5	6	11	17.5	23	13.5	23.5	37	15	21.5	26,088
German FR	10	11.5	10.5	13	8	14.5	17.5	17	14	18.5	45.2	15.5	20.5	60,302
Italy	10.5	20	20.5	14.5	9	20	16.5	13.5	14	24	19	16	17	18,614
Netherlands	10.5	23	9.5	9.5	6.5	15	21.5	14	19	20.5	41.5	16	21.5	13,757
Total	8.5	14	11.5	12	7	15	17	15	13	18	33	14.5	18	272,908

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TABLE 9 Volume of exports of manufactures

	Percentage increases on preceding year											Growth rate	
	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1963-73	1968-73
United Kingdom	4	3	9	4	−1.5	13	11.5	4	9	nil	14	6	6
Canada	8.5	19	7	23.5	17	20.5	13.5	6.5	5	8.5	9.5	13	9
USA	5.5	15	nil	7	5.5	11.5	9	4	1	9	22.5	7.5	7.5
Japan	15	22.5	30	16.5	5.5	23.5	17.5	15	21	6.5	6	16	13
Sweden	8.5	11.5	8.5	8	6	8.5	7.5	19	5	4	16.5	9	9
Switzerland	4	7	10	4.5	3	11	17.5	6.5	3	7	7.5	7.5	7
Belgium/Luxembourg	11	15.5	13.5	5	3	19	19.5	10	9	9	16.5	11.5	11
France	7.5	8	11.5	5	6.5	10.5	16.5	17.5	8	14	13	11.5	13.5
German FR	10	12.5	7.5	12	9	15.5	13.5	7.5	7	8.5	19	10.5	9.5
Italy	4	16	22.5	18.5	4.5	25.5	13	5.5	8	14.5	6.5	13	9.5
Netherlands	11	21.5	8	9	6.5	18.5	18.5	11	14	12.5	12.5	12.5	12.5
Total	7.5	13.5	9	9.5	6	16	14	7.5	8	8	14.5	10.5	9.5
Industrial countries industrial production	4.5	7.5	7	6.5	2.5	7	7.5	2	1	7	9	5	3.5

TABLE 10 Unit values of exports of manufactures

	Percentage change on previous year														
	US $ terms											National currency			
	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1970	1971	1972	1973
United Kingdom	2.3	1.1	3.4	3.4	−1.0	−5.3	3.3	7.5	7.0	8.4	9.5	7.5	5.3	5.1	11.7
Canada	1.0	1.3	2.5	2.4	3.5	3.4	2.2	7.5	3.0	2.9	5.7	3.1	1.0	1.0	5.9
USA	Nil	Nil	3.7	3.6	2.3	2.2	4.4	5.3	2.0	2.9	7.6				
Japan	−2.2	−1.1	Nil	−1.1	3.4	Nil	4.4	6.4	4.0	11.5	21.6	6.4	1.0	−2.0	8.1
Sweden	2.5	1.2	2.4	2.4	3.5	Nil	3.4	8.7	5.0	14.3	18.3	8.7	4.0	7.7	8.0
Switzerland	4.2	2.4	2.4	4.6	2.2	4.3	−1.0	4.2	9.0	12.8	29.3	4.2	2.0	4.9	7.5
Belgium/Luxembourg	−1.1	2.3	1.1	2.2	Nil	−1.1	−7.6	17.6	−2.0	18.4	17.5	17.6	−4.0	6.3	3.9
France	Nil	3.4	2.2	3.2	−1.0	1.1	1.0	3.1	5.0	10.5	20.7	11.1	5.0	1.9	5.6
German FR	Nil	Nil	2.3	2.2	−1.1	−2.2	4.5	8.7	7.0	9.3	23.0	1.0	2.0	1.0	1.9
Italy	5.7	4.3	−2.1	−3.2	3.3	−4.3	3.3	7.5	6.0	7.5	11.4	7.5	5.0	1.0	11.3
Netherlands	Nil	3.2	1.0	Nil	−1.0	−2.1	2.1	3.1	4.0	13.5	19.5	3.1	1.0	5.0	2.8
Total	1.2	1.2	2.3	1.1	1.1	Nil	1.1	8.7	5.0	8.6	16.7				

TABLE 11 Exports of manufactures to different markets and the UK share

	EXPORTS TO THE WORLD					EXPORTS TO INDUSTRIAL COUNTRIES				
	From all main manufacturing industries		From UK		UK share %	From all main manufacturing countries		From UK		UK share %
	Value $ million	Increase on previous year %	Value $ million	Increase on previous year %		Value $ million	Increase on previous year %	Value $ million	Increase on previous year %	
1963	65,150	8	9,990	7	15.3	43,024	10	5,245	7	12.2
1964	74,348	14	10,565	6	14.2	49,575	15	5,687	8	11.5
1965	83,012	12	11,465	9	13.8	55,866	13	6,188	9	11.1
1966	92,921	12	12,293	7	13.2	63,712	14	7 021	13	11.0
1967	99,454	7	12,095	−2	12.2	68,252	7	7,041	—	10.3
1968	114,498	15	12,991	7	11.3	79,464	16	7,723	10	9.7
1969	134,075	17	15,012	16	11.2	94,742	19	9.054	17	9.6
1970	154,313	15	16,335	9	10.6	109,463	16	9,967	10	9.1
1971	174,029	13	19,047	17	10.9	123,796	13	11,505	15	9.3
1972	205,520	18	20,657	9	10.1	149,479	21	13,258	15	8.9
1973	273,320	33	25,638	24	9.4	198,363	33	16,899	27	8.5

	EXPORTS TO PRIMARY PRODUCERS					EXPORTS TO OECD EUROPE				
	From all main manufacturing countries		From UK		UK share %	From all main manufacturing countries		From UK		UK share %
	Value $ million	Increase on previous year %	Value $ million	Increase on previous year %		Value $ million	Increase on previous year %	Value $ million	Increase on previous year %	
1963	22,125	5	4,743	6	21.4	31,283	12	3,858	10	12.3
1964	24,775	12	4,878	3	19.7	35,893	15	4,172	8	11.6
1965	27,147	10	5,276	8	19.4	39,608	10	4,434	6	11.2
1966	29,212	8	5,273	—	18.1	43,623	10	4,845	9	11.1
1967	31,204	7	5,055	−4	16.2	45,779	5	4,890	1	10.7
1968	35,035	12	5,268	4	15.0	51,738	13	5,211	7	10.1
1969	39,332	12	5,958	13	15.1	63,124	22	6,350	22	10.1
1970	44,354	14	6,368	7	14.4	75,353	19	7,259	14	9.6
1971	50,232	12	7,541	18	15.0	83,620	11	8,262	14	9.9
1972	56,041	12	7,399	−2	13.2	102,214	22	9,521	15	9.3
1973	74,021	32	7,582	2	10.2	139,632	37	12,272	29	8.8

(continued on next page)

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TABLE 11 *continued*

	EXPORTS TO CENTRALLY PLANNED ECONOMIES					EXPORTS TO EEC (6)				
	From all main manufacturing countries		From UK		UK share %	From all main manufacturing countries		From UK		UK share %
	Value $ million	Increase on previous year %	Value $ million	Increase on previous year %		Value $ million	Increase on previous year %	Value $ million	Increase on previous year %	
1963	1,675	−4	340	10	20.3	18,108	15	2,024	13	11.2
1964	1,910	14	285	−16	14.9	20,462	13	2,109	4	10.3
1965	2,386	25	345	21	4.5	22,459	10	2,160	2	9.6
1966	3,042	27	454	31	14.9	25,200	12	2,351	9	9.3
1967	3,683	21	504	11	13.7	26,263	4	2,346	—	8.9
1968	4,665	9	564	12	14.1	30,771	17	2,556	9	8.3
1969	4,651	16	616	9	13.2	38,738	26	3,068	20	7.9
1970	5,536	19	654	6	11.8	46,286	19	3,488	13	7.5
1971	5,890	6	605	−7	10.3	51,621	12	3,902	12	7.6
1972	7,287	24	704	16	9.7	62,515	21	4,592	13	7.3
1973	11,107	52	885	26	8.0	84,309	35	6,140	34	7.3

	EXPORTS TO JAPAN					EXPORTS TO NORTH AMERICA				
	From all main manufacturing countries		From UK		UK share %	From all main manufacturing countries		From UK		UK share %
	Value $ million	Increase on previous year %	Value $ million	Increase on previous year %		Value $ million	Increase on previous year %	Value $ million	Increase on previous year %	
1963	1,215	8	113	14	9.3	10,520	5	1,275	nil	12.1
1964	1,388	14	149	32	10.7	12,286	17	1,366	7	11.1
1965	1,254	−10	128	−14	10.2	15,002	22	1,625	19	10.8
1966	1,475	18	165	29	11.2	18,702	25	2,010	24	10.7
1967	1,927	31	209	27	10.8	20,544	10	1,943	−3	9.5
1968	2,162	12	201	−4	9.3	25,563	24	2,312	19	9.0
1969	2,745	27	264	31	9.6	28,874	13	2,440	6	8.5
1970	3,459	26	302	14	8.7	30,671	6	2,406	−1	7.8
1971	3,398	−2	328	9	9.7	36,780	20	2,916	21	7.9
1972	4,034	19	368	9	9.1	43,232	18	3,378	16	7.8
1973	6,155	53	520	41	8.4	50,509	17	4,033	19	7.9

Provisional estimates of vehicle production and new car registrations in March

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers. Car production in the five weeks ending 29 March totalled 130,000 units, a weekly rate of 26,000, which was 21 per cent lower than the level of output in March 1974. Commercial vehicle output at 37,000 units (7,400 per week) was 4 per cent below the level of production in March 1974.

In seasonally adjusted terms, car output of 106,000 units in March reflected the effect of short time working and showed a drop of 17 per cent from the average monthly output in 1974. Production of commercial vehicles at 30,600 units was 9 per cent below the average monthly output in 1974. Comparing the first quarter of 1975 with the last quarter of 1974, output of passenger cars decreased by 8 per cent while production of commercial vehicles rose by 2 per cent.

Table 3 shows provisional estimates of new car registrations. These are based on the number of registration applications received by the Department of the Environment up to the end of March. They include an estimate for the late arrival of documents at the Licensing Directorate at Swansea. The provisional estimates should be regarded as somewhat tentative because of the change last autumn to the new basis of collecting these statistics.

Seasonally adjusted, new car registrations in Great Britain in March, provisionally estimated at 96,000, were lower than in January and February. The average level of 106,000 new registrations per month in the first quarter of 1975 however, was 11 per cent higher than the rate of 95,700 in the last quarter of 1974, and 3 per cent more than the average in 1974 as a whole.

TABLE 1 ESTIMATED UK PRODUCTION IN MARCH 1975

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1975 (5 weeks ended 29.3.75)	130.0	26.0	37.0	7.4
1974 (5 weeks ended 30.3.74)	164.0	32.8	38.4	7.7
Percentage change		−21		−4

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1974				1975				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.	Oct.-Dec. 1974	Jan.-Mar. 1975	% change
Cars	111	132	138	130	119	131	121	106	130	119	−8
Commercial vehicles	28.3	33.8	37.5	34.6	35.2	39.1	35.5	30.6	34.6	35.2	+2

TABLE 3 New car registrations

Thousands

	1974				1975				Average of		
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Jan.	Feb.	Mar.	Oct.-Dec. 1974	Jan.-Mar. 1975	% change
Recorded	327	330	331	245	348	128.1	111.4	108			
Seasonally adjusted	308	313	326	287	318	109.5	112.8	96	96	106	+11

United Kingdom trade in the fourth quarter of 1974

The charts usually appearing with this article are with the Current Account of UK Balance of Payments (pages 182 to 189).

VISIBLE BALANCE

In the fourth quarter of 1974, the balance on visible trade was a deficit of £1,454 million compared with deficits of £1,210 million, £1,316 million and £1,279 million in the previous quarters. The deficit in the fourth quarter was partly offset by net invisible earnings of £379 million. The worsening between the third and fourth quarters, mainly in non-oil trade, was the result of a sharper fall in export volume compared with import volume. The export volume index fell by 7 per cent while import volume decreased by 2 per cent. The fall in export volume was in contrast to the rising trend since the sharp increase in the first quarter of the year. Even so the export volume index was 2 per cent higher than it was in the same quarter of 1973 while the import volume index was 5 per cent lower reflecting a falling trend during 1974. The adverse volume movements in the final quarter of the year were partially offset by an increase of 1 per cent in the terms of trade, the result of a 5 per cent rise in the export unit value index compared with a 3 per cent rise in the import unit value index. This was the second successive quarter in which the terms of trade increased after a period of continuous decline since the second quarter of 1972.

In 1974 as a whole, the visible trade deficit was £5,259 million compared with £2,301 million in 1973. Most of the increase in the deficit was accounted for by the worsening in the oil trade deficit which rose from £941 million in 1973 to £3,446 million in 1974 while the deficit on trade in other goods increased from £1,360 million in 1973 to £1,813 million in 1974. The increase in the total deficit was the result of a 17 per cent worsening in the terms of trade (a reflection of the faster rise in the import unit value index as against export unit value index) which was only partly offset by the 7 per cent rise in export volume as compared to the 1 per cent rise in import volume.

Area analysis of the visible trade balance

The deterioration of the visible balance between the third and fourth quarters of 1974 was widespread. Within Western Europe the deficit with the EEC(8) worsened by £23 million to £575 million and with the rest of Western Europe by £22 million to £119 million. The balance on trade with North America at £202 million worsened by £35 million. The deficit on trade with the rest of the world in aggregate increased by £163 million between the two quarters.

A further analysis of the small deterioration in the visible balance with the EEC(8) into its oil and non-oil components shows that it mainly occurred in the non-oil trade, where the deficit increased from £482 million in the third quarter to £499 million in the fourth. In contrast the deficit with the Six original members of the EEC was reduced by £25 million to £493 million with most of the improvement coming in non-oil trade. For the rest of the world in aggregate (other than EEC(8)) the surplus of £148 million in the third quarter on non-oil trade was converted to a deficit of £36 million in the fourth.

Comparing 1974 with 1973, the deterioration in the overall visible balance was broadly spread among the areas of the world. The deficit with the EEC(8) rose by some £850 million to £2,018 million while the deficit with the rest of Western Europe increased by £66 million to £348 million. There was a deficit on trade with North America of £706 million compared to £258 million in the previous year. The deficit with the rest of the world in aggregate rose from £612 million in 1973 to £2,187 million in 1974 reflecting the large rise in the price of oil.

Over £700 million of the increased deficit with the EEC(8) occurred among trade in non-oil goods, and the commodity groups which mainly contributed to this development were meat, dairy produce, cereals, sugar, plastics and iron and steel. A similar pattern emerges for trade with the original six members of the European Community, the deficit on non-oil goods reaching £1,613 million in 1974. For the rest of the world excluding the EEC(8), the deficit on non-oil trade declined to £13 million in 1974; in sharp contrast the deficit on trade in oil rose to £3,446 million, more than triple the 1973 figure.

Exports

Exports in the final quarter of 1974 were £4,029 million seasonally adjusted on a balance of payments basis, a fall of 3 per cent

TABLE 2

Seasonally adjusted — £ million

	Visible balance:		
	Petroleum and petroleum products	Other goods	Total
1973	−941	−1,360	−2,301
1974	−3,446	−1,813	−5,259
1973 1st quarter	−188	−166	−354
2nd quarter	−220	−181	−401
3rd quarter	−237	−332	−569
4th quarter	−296	−681	−977
1974 1st quarter	−770	−509	−1,279
2nd quarter	−881	−435	−1,316
3rd quarter	−876	−334	−1,210
4th quarter	−919	−535	−1,454

TABLE 1 Visible Trade†

Seasonally adjusted values§ — £ million

	Exports			Imports				
	Overseas Trade Statistics basis fob	Coverage adjustments	Balance of payments basis fob	Overseas Trade Statistics basis cif	Freight insurance and other valuation adjustments	Coverage adjustments‡	Balance of payment basis fob	Visible balance
1972	9,746	−598	9,147	11,138	−1,033	−275	9,830	−683
1973	12,454	−942	11,512	15,840	−1,385	−642	13,813	−2,301
1974	16,494	−905	15,589	23,117	−1,635	−634	20,848	−5,259
1972 1st quarter	2,320	−140	2,179	2,631	−244	−84	2,302	−123
2nd quarter	2,440	−144	2,295	2,673	−259	−52	2,361	−66
3rd quarter	2,199	−142	2,057	2,663	−246	−76	2,341	−284
4th quarter	2,788	−172	2,616	3,171	−283	−63	2,825	−209
1973 1st quarter	2,875	−190	2,685	3,442	−310	−93	3,039	−354
2nd quarter	2,995	−207	2,788	3,668	−331	−148	3,189	−401
3rd quarter	3,234	−243	2,991	4,129	−355	−213	3,560	−569
4th quarter	3,350	−302	3,048	4,601	−388	−188	4,025	−977
1974 1st quarter	3,687	−187	3,500	5,349	−422	−148	4,779	−1,279
2nd quarter	4,096	−196	3,900	5,857	−419	−223	5,216	−1,316
3rd quarter	4,427	−266	4,161	5,926	−397	−157	5,371	−1,210
4th quarter	4,284	−255	4,029	5,985	−398	−105	5,482	−1,454

† See note 1 (c).
§ Components and totals are rounded independently.
‡ Including adjustments for arrivals of and payments for United States military aircraft, etc

compared with the previous quarter. This fall represented a lower volume of deliveries which were 7 per cent below the third quarter level whilst prices increased by 5 per cent.

Among our major markets there were falls in the value of deliveries to Western Europe of 3 per cent, North America 2 per cent, Latin America 14 per cent and Centrally Planned Economies 1 per cent whilst exports to the areas defined as the other Developed countries and to the Middle East and North Africa were higher by 7 and 8 per cent respectively. Amongst major commodity groups there was no change in the level of deliveries of manufactured goods whilst there was a substantial decline of 11 per cent amongst non-manufactures. A contributing factor to the decline in exports was probably the slow down in economic activity in a number of industrial countries. Information on the course of world trade for the latter half of 1974 is not yet available but tentative indicators suggest lower demand for imported goods especially in the United States and Western Europe.

For 1974 as a whole, exports on a balance of payments basis totalled £15,589 million 35 per cent higher than in 1973. This increase reflected a large rise of 29 per cent in export prices, and an increase of 7 per cent in the volume of deliveries. Although full information is as yet not available on comparative export prices with those of our competitors, latest information suggests that the competitiveness of UK exports did not deteriorate by any large extent in 1974, the further depreciation of sterling giving our exports an additional competitive boost. Latest indicators for the course of world trade up to the third quarter of 1974 suggest that there has been a slight fall in our share. Whilst the decline

TABLE 3 Visible trade on balance of payments basis area analysis

Seasonally adjusted values. £ million

	1973		1974				
	Year	4th quarter	Year	1st quarter	2nd quarter	3rd quarter	4th quarter
EEC							
Exports	3,619	1,014	5,118	1,163	1,333	1,315	1,307
Imports	4,768	1,370	7,136	1,642	1,745	1,867	1,882
Visible balance	−1,149	−356	−2,018	−479	−412	−552	−575
Rest of Western Europe							
Exports	2,040	547	2,710	646	652	721	691
Imports	2,322	661	3,058	697	733	818	810
Visible balance	−282	−114	−348	−51	−81	−97	−119
North America							
Exports	1,687	432	1,980	466	487	524	503
Imports	1,945	568	2,686	614	679	691	705
Visible balance	−258	−136	−706	−148	−192	−167	−202
Rest of World							
Exports	4,166	1,055	5,781	1,225	1,428	1,601	1,528
Imports	4,778	1,426	7,968	1,826	2,059	1,995	2,085
Visible balance	−612	−371	−2,187	−601	−631	−394	−557
Total–All Areas							
Exports	11,512	3,048	15,589	3,500	3,900	4,161	4,029
Imports	13,813	4,025	20,848	4,779	5,216	5,371	4,482
Visible balance	−2,301	−977	−5,259	−1,279	−1,316	−1,210	−1,454

See note 1 (b) and (f)

TABLE 4 Analysis of visible trade

Seasonally Adjusted £ million

	1973		1974				
	Year	4th quarter	Year	1st quarter	2nd quarter	3rd quarter	4th quarter
EEC (8)							
Trade in petroleum and petroleum products							
Exports	178	67	414	79	113	123	99
Imports	232	59	632	110	154	193	175
Visible balance	−54	+8	−218	−31	−41	−70	−76
Trade in other goods							
Exports	3,441	947	4,704	1,084	1,220	1,192	1,208
Imports	4,536	1,311	6,504	1,532	1,591	1,674	1,707
Visible balance	−1,095	−364	−1,800	−448	−371	−482	−499
EEC (6)							
Trade in petroleum and petroleum products							
Exports	67	30	188	26	57	63	42
Imports	202	42	485	76	166	160	134
Visible balance	−136	−12	−297	−50	−59	−97	−92
Trade in other goods							
Exports	2,622	726	3,690	829	947	936	967
Imports	3,583	1,045	5,293	1,225	1,313	1,372	1,383
Visible balance	−961	−319	−1,613	−396	−366	−436	−416
Rest of the World (Total–EEC(8))							
Trade in petroleum and petroleum products							
Exports	162	50	282	50	93	70	69
Imports	1,049	354	3,510	789	933	876	912
Visible balance	−887	−304	−3,228	−739	−840	−806	−843
Trade in other goods							
Exports	7,730	1,984	10,189	2,287	2,474	2,776	2,653
Imports	7,995	2,301	10,202	2,348	2,538	2,628	2,689
Visible balance	−265	−317	−13	−61	−64	+148	−36
Total–All Area							
Trade in petroleum and petroleum products							
Exports	340	117	696	129	206	193	168
Imports	1,281	413	4,142	899	1,087	1,069	1,087
Visible balance	−941	−296	−3,446	−770	−881	−876	−919
Trade in other goods							
Exports	11,171	2,931	14,893	3,371	3,694	3,968	3,861
Imports	12,531	3,612	16,706	3,880	4,129	4,302	4,396
Visible balance	−1,360	−681	−1,813	−509	−435	−334	−535

TABLE 5 Changes in value, volume and unit values of exports and imports on balance of payments basis

Seasonally adjusted except Unit Values

		Exports fob			Imports fob			Terms of trade**
		Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
		£m.	1970 = 100		£m.	1970 = 100		1970 = 100
1972		9,147	106.6	111.1	9,830	116.3	109.7	101.3
1973		11,512	119.2	126.0	13,813	131.4	139.7	90.2
1974		15,589	127.6	162.7	20,848	133.0	217.6	74.8
1972	1st quarter	2,179	104.5	110.2	2,302	111.8	107.2	102.8
	2nd quarter	2,295	108.8	110.7	2,361	114.0	107.7	102.8
	3rd quarter	2,057	94.3	114.0	2,341	110.7	111.5	102.2
	4th quarter	2,616	118.7	115.1	2,825	128.7	116.6	98.7
1973	1st quarter	2,685	117.7	119.3	3,039	128.8	123.4	96.7
	2nd quarter	2,788	118.6	123.8	3,189	127.1	133.1	93.0
	3rd quarter	2,991	121.0	129.1	3,560	132.3	146.7	88.0
	4th quarter	3,048	119.7	136.1	4,025	137.3	162.0	84.0
1974	1st quarter	3,500	126.8	147.2	4,779	134.3	195.5	75.3
	2nd quarter	3,900	129.4	159.9	5,216	133.6	218.8	73.1
	3rd quarter	4,161	131.8	168.1	5,371	133.3	224.4	74.9
	4th quarter	4,029	122.4	175.8	5,482	130.9	231.3	76.0

** Export Unit Value Index as percentage of the Import Unit Value Index.

in our share can be interpreted as the continuation of a long term trend, it is arguable that supply side limitations in some sectors of UK manufacturing may have been a contributing factor. Between 1973 and 1974 there was an increase of 34 per cent in exports to Western Europe, (with those to the EEC 37 per cent higher), 17 per cent to North America, and 40 per cent to other developed countries. Amongst developing countries there were increased deliveries to Latin America of 38 per cent and to the Middle East and North Africa of 49 per cent. Deliveries to the Centrally Planned Economies were 26 per cent higher. To oil exporting countries which encompass part of a number of the above areas exports rose by 156 per cent.

Exports of manufactured goods increased by 31 per cent in value on the previous year. Within this broad category there were rises of 69 per cent in chemicals (which to some extent reflected the increased price of oil), 40 per cent in electrical machinery, 28 per cent non-electrical machinery and 19 per cent in transport equipment; amongst other semi-manufactures which increased by 23 per cent, metals were 31 per cent higher and textiles 27 per cent higher.

The area pattern of exports

In the final quarter of 1974 the value of exports to Western Europe was £2,155 million, over a half of total exports, but 3 per cent below the third quarter level. Between these two quarters exports to the EEC were 3 per cent lower and those to the rest of Western Europe 2 per cent lower.

The only country to which we increased our exports amongst EEC countries in the fourth quarter of 1974 was Italy where deliveries were 3 per cent higher. Netherlands replaced West Germany as our largest market within the EEC in this quarter. Deliveries to the Netherlands at £260 million were 2 per cent below the third quarter level. Most of this fall was amongst non-manufactured goods, especially fuels, which more than offset slight increases amongst manufactured goods. Deliveries to Western Germany were £8 million below the Netherlands level and were 6 per cent lower than in the third quarter, largely reflecting decline in deliveries of fuels and semi manufactures. The value of exports to Italy which increased by 3 per cent in the fourth quarter following a fall in the second quarter level showed a large increase in the delivery of machinery with little change amongst the other commodity groups. There was a decline of 3 per cent in exports to France which were valued at £241 million in the fourth quarter; with deliveries of machinery and food being more than offset by falls in transport equipment and fuels. Following a decline in exports to Belgium and Luxembourg in the third quarter of 1974 exports remained unchanged in the fourth quarter, with increased deliveries of finished manufactured goods being offset by falls in basic materials and semi-manufactures. Exports to the Irish Republic at £203 million were 5 per cent below the third quarter level; whilst there were falls amongst most commodity groups there were increases in exports of food and fuels. Our smallest market within the EEC is Denmark exports to which in the fourth quarter of last year valued at £101 million a fall of 12 per cent compared with the third quarter; this decline reflected lower deliveries of nearly all the main commodity groups.

Within the Rest of Western Europe there was a noticeable increase in our exports to Sweden which were 5 per cent higher between the third and fourth quarters of 1974. The rise in deliveries to Sweden was due to a widespread increase in manufactured goods with deliveries of machinery and transport equipment particularly marked. Exports to Norway at £88 million in the fourth quarter were £1 million lower than the preceding quarter with falls amongst non-manufactures more than offsetting higher increases especially in machinery. There was a fall of 2 per cent in the deliveries to Switzerland which were valued at £154 million in the fourth quarter; much of the fall reflecting lower exports of diamonds in the form of entrepôt trade.

The value of exports to North America fell by 2 per cent in the fourth quarter following a rise of 6 per cent in the third quarter. Deliveries to the United States were valued at £444 million in the fourth quarter, 4 per cent lower than in the third quarter. Exports of alcoholic beverages fell substantially in the fourth quarter

TABLE 6 Balance of trade in petroleum and petroleum products* (Division 33 of SITC(R))

Seasonally adjusted — Balance of payments basis

		Balance of visible trade	Imports				Rest of division	Exports
			Total	Crude oil				
		£ million fob	£ million fob	£ million fob	million tons	Average value per ton £ fob	£ million fob	£ million fob
1973		−941	1,281	941	111.5	8.4	340	340
1974		−3,446	4,142	3,365	109.4	30.8	777	696
1973	1st quarter	−188	244	171	24.6	7.0	73	56
	2nd quarter	−220	278	205	27.9	7.4	73	58
	3rd quarter	−237	347	242	30.4	8.0	105	110
	4th quarter	−296	413	324	28.6	11.3	89	117
1974	1st quarter	−770	899	732	29.0	25.2	167	129
	2nd quarter	−881	1,087	898	28.0	32.2	189	206
	3rd quarter	−876	1,069	861	26.1	33.2	209	193
	4th quarter	−919	1,087	874	26.3	33.4	213	168

* See note 1 (h)

possibly reflecting some anticipation of a possible East Coast dock strike in the United States in the third quarter and also reflecting the Scottish lorry drivers strike in the fourth quarter. Lower deliveries of semi-manufactured goods other than chemicals were to a large extent offset by an increase in deliveries of transport equipment. Exports to Canada in the fourth quarter at £139 million were 7 per cent higher than in the third quarter; this rise reflected increased deliveries of finished manufactures in particular machinery whilst there was a slight fall in exports of semi-manufactures.

Exports to the other developed countries in the fourth quarter were 7 per cent higher than in the third quarter with increased deliveries to New Zealand of 23 per cent, reflecting higher shipments of transport equipment and semi-manufactures. Deliveries to Australia were 3 per cent higher, due largely to increased exports of machinery whilst exports to South Africa increased by 11 per cent with the rise evenly distributed amongst manufactured goods. The decline of 18 per cent to Japan reflected lower deliveries of most manufactured goods.

Exports to the developing countries fell by 2 per cent in the

TABLE 7 Exports: Areas ¶
(Overseas trade statistics basis)

Seasonally adjusted values — £ million fob

	1973		1974					Percentage change 4th qtr./ 3rd qtr. 1974	Percentage change 1974/ 1973
	Year	4th qtr.	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.		
DEVELOPED COUNTRIES	9,437	2,604	12,370	2,791	3,084	3,254	3,217	−1	+31
EEC	4,030	1,140	5,508	1,236	1,404	1,454	1,413	−3	+37
Western Germany	785	220	1,011	231	260	268	252	−6	+29
Netherlands	604	171	982	202	254	266	260	−2	+63
Belgium and Luxembourg	621	175	838	167	231	224	223	—	+35
France	678	187	915	209	215	249	241	−3	+35
Italy	386	108	510	126	132	124	128	+3	+32
Irish Republic	626	170	820	180	224	214	203	−5	+31
Denmark	329	93	427	106	106	114	101	−12	+30
REST OF WESTERN EUROPE	2,254	634	2,877	675	699	758	745	−2	+28
Norway	241	76	334	75	82	89	88	−2	+38
Sweden	514	138	723	164	168	190	201	+5	+41
Switzerland	521	161	600	130	160	157	154	−2	+15
Other	978	260	1,219	306	289	321	303	−6	+25
NORTH AMERICA	1,936	505	2,258	523	560	592	584	−2	+17
USA and dependencies	1,522	400	1,770	418	445	463	444	−4	+16
Canada	414	105	488	105	114	130	139	+7	+18
OTHER	1,218	334	1,700	357	423	446	475	+7	+40
Australia	404	106	599	124	141	165	169	+3	+48
New Zealand	167	46	256	56	61	62	76	+23	+53
South Africa	374	101	526	103	137	136	151	+11	+41
Japan	273	77	319	83	82	86	70	−18	+17
DEVELOPING COUNTRIES	2,576	655	3,577	728	879	994	975	−2	+39
LATIN AMERICA	356	90	489	107	106	148	128	−14	+38
MIDDLE EAST AND NORTH AFRICA	885	207	1,320	237	336	355	393	+11	+49
Israel	187	32	219	34	77	52	56	+8	+17
Iran	169	42	268	39	62	82	86	+5	+59
OTHER	1,335	358	1,768	384	437	491	454	−8	+32
CENTRALLY PLANNED ECONOMIES	409	111	514	119	119	139	137	−1	+26
TOTAL	12,454	3,350	16,494	3,687	4,096	4,427	4,284	−3	+32
of which									
OIL EXPORTING COUNTRIES	800	197	1,209	206	270	364	370	+2	+51

¶ See note 1 (b) and (f)

TABLE 8 Exports: commodity classes¶
(Overseas trade statistics basis)

Seasonally adjusted values — £ million fob

	1973		1974					Percentage change 4th qtr./ 3rd qtr. 1974	Percentage change 1974/ 1973
	Year	4th qtr.	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.		
FOOD, BEVERAGES AND TOBACCO	876	230	1,064	263	264	286	252	−12	+22
Food and live animals	512	139	611	151	150	151	160	+6	+19
Beverages and tobacco	364	91	453	112	114	135	92	−32	+25
BASIC MATERIALS	433	129	577	147	154	147	130	−11	+33
Crude materials	416	123	545	139	146	138	123	−11	+31
FUELS	370	125	768	134	223	217	194	−10	+107
MANUFACTURES	10,455	2,779	13,685	3,032	3,364	3,649	3,639	—	+31
Machinery and transport equipment	4,774	1,228	6,052	1,308	1,441	1,648	1,645	—	+27
Non-electric machinery	2,413	603	3,081	685	726	844	826	−2	+28
Electric machinery	807	211	1,132	243	264	305	320	+5	+40
Road motor vehicles	1,100	288	1,305	282	311	341	371	+9	+19
Other transport equipment*	453	125	535	109	128	159	139	−13	+18
Chemicals	1,272	357	2,146	448	531	584	583	—	+69
Metals and miscellaneous metal manufactures	1,310	366	1,713	406	409	455	443	−3	+31
Textiles	590	158	746	183	198	190	175	−8	+27
Other	591	307	779	322	371	394	394	—	+32
Clothing and footwear	215	60	277	62	74	71	70	−3	+29
Instruments	344	89	424	94	106	112	111	−1	+23
MISCELLANEOUS	320	98	401	89	110	100	111	+11	+25
TOTAL	12,454	3,350	16,494	3,687	4,096	4,427	4,284	−3	+32

¶ See note 1 (b). * Not seasonally adjusted.

fourth quarter. A decrease of 14 per cent in deliveries to Latin American countries was mainly accounted for by lower shipments of transport equipment. Exports to the Middle East and North Africa were 11 per cent higher and there was a fall of 8 per cent in exports to the other developing countries in aggregate.

Commodity pattern of exports

The fall of 3 per cent in total exports in the final quarter of 1974 reflected a decline in the deliveries of non-manufactured goods of 11 per cent whilst deliveries of manufactured goods were unchanged. Amongst finished manufactured goods deliveries of road motor vehicles increased by 9 per cent and electrical machinery by 5 per cent. These increases were offset by 2 per cent fall in non-electrical machinery and a 13 per cent decline in exports of other transport equipment, largely ships and aircraft deliveries of which tend to be erratic. Within semi-manufactures

TABLE 9 Imports: Commodity classes¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif

	1973		1974					Percentage change 4th qtr./ 3rd qtr. 1974	Percentage change 1974/ 1973
	Year	4th qtr.	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.		
FOOD, BEVERAGES AND TOBACCO	3,094	839	3,779	858	928	988	1,005	+2	+22
Food and live animals	2,710	737	3,372	751	823	890	907	+2	+24
Meat and meat preparations	716	195	681	187	166	161	167	+4	−5
Dairy produce and eggs	225	47	339	54	71	113	100	−11	+50
Cereals and animal feeding stuff	370	141	593	188	188	176	168	−4	+60
Fruit and vegetables	561	169	661	140	155	171	195	+14	+18
Beverages and tobacco	383	103	407	107	105	98	98	—	+6
Beverages	230	65	222	69	51	48	54	+12	−4
Tobacco	154	42	185	41	53	49	44	−10	+21
FUELS	1,724	559	4,627	1,034	1,202	1,184	1,207	+2	+168
INDUSTRIAL MATERIALS	6,239	1,866	8,953	2,097	2,280	2,310	2,266	−2	+43
Basic materials	1,963	566	2,580	613	659	673	635	−6	+31
Crude materials	1,834	520	2,364	564	604	609	588	−4	+29
Wood, lumber and cork	458	144	590	176	163	136	114	−17	+29
Chemicals	897	269	1,584	335	392	445	412	−7	+77
Other semi-manufactures	3,380	1,031	4,789	1,150	1,228	1,192	1,219	+2	+42
Paper and paperboard	402	115	726	150	173	198	204	+3	+81
Textiles	515	147	688	163	173	185	168	−9	+34
Non-metallic mineral manufactures	855	270	983	238	254	250	241	−3	+15
Iron and steel	373	124	717	173	182	167	195	+17	+92
Non-ferrous metals	661	202	1,009	233	277	245	254	+4	+53
FINISHED MANUFACTURES	4,632	1,330	5,555	1,324	1,406	1,381	1,443	+5	+20
Machinery	2,374	682	2,969	731	743	723	772	+7	+25
Road motor vehicles	653	167	645	145	149	181	170	−6	−1
Other transport equipment*	267	79	287	49	85	66	87	+33	+8
Other finished manufactures	921	401	1,141	411	427	401	414	+3	+24
Clothing and footwear	418	126	512	127	135	124	125	+1	+23
MISCELLANEOUS	151	46	203	42	56	50	55	+11	+34
TOTAL	15,840	4,601	23,117	5,349	5,857	5,926	5,985	+1	+46

¶ See note 1(b). * Not seasonally adjusted.

TABLE 10 Imports: areas¶ (Overseas trade statistics basis)

Seasonally adjusted values — £ million cif

	1973		1974					Percentage change 4th qtr./ 3rd qtr. 1974	Percentage change 1974/ 1973
	Year	4th qtr.	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.		
DEVELOPED COUNTRIES	11,737	3,346	15,970	3,647	3,969	4,181	4,172	—	+36
EEC	5,208	1,497	7,722	1,751	1,915	2,037	2,020	−1	+48
Western Germany	1,351	382	1,893	452	461	481	498	+3	+40
Netherlands	911	252	1,637	319	410	460	448	−3	+80
Belgium and Luxembourg	454	132	730	151	178	198	202	+2	+61
France	978	291	1,349	296	330	369	355	−4	+38
Italy	507	156	724	171	187	175	191	+9	+43
Irish Republic	527	159	810	174	199	207	230	+11	+54
Denmark	477	132	577	145	143	137	152	+11	+21
REST OF WESTERN EUROPE	2,723	776	3,416	810	857	888	861	−3	+25
Sweden	739	197	929	216	220	246	247	—	+26
Norway	326	100	408	85	101	106	117	+10	+25
Finland	331	96	493	135	122	125	112	−10	+49
Other	1,326	383	1,585	374	414	411	386	−6	+20
NORTH AMERICA	2,356	682	3,237	734	825	824	854	+4	+37
USA and dependencies	1,621	467	2,254	502	574	571	607	+6	+39
Canada	735	215	982	232	251	253	247	−2	+34
OTHER	1,460	386	1,594	358	390	437	409	−6	+9
Australia	341	85	311	71	66	91	84	−7	−9
New Zealand	276	61	248	58	61	59	70	+20	−10
South Africa	399	137	465	105	111	138	110	−20	+17
Japan	443	107	570	130	167	137	136	−1	+29
DEVELOPING COUNTRIES	3,520	1,088	6,375	1,528	1,670	1,614	1,564	−3	+81
LATIN AMERICA	482	136	648	149	180	175	144	−18	+35
MIDDLE EAST AND NORTH AFRICA	1,356	436	3,499	774	903	936	886	−5	+158
Iran	236	51	515	51	92	169	203	+20	+118
OTHER	1,682	516	2,228	605	587	503	535	+6	+32
CENTRALLY PLANNED ECONOMIES	598	182	748	187	189	181	191	+6	+25
TOTAL	15,840	4,601	23,117	5,349	5,857	5,926	5,985	+1	+46
of which									
OIL EXPORTING COUNTRIES	1,478	501	3,785	913	975	956	940	−2	+156

¶ See note 1(b) and (f).

exports of chemicals were unchanged and there were falls of 8 per cent in the deliveries of textiles and 3 per cent in metals and metal manufactures. The fall in deliveries of non-manufactured goods reflected a 32 per cent decline in exports of beverages and tobacco; this fall probably reflected a decline in exports of whisky following the strike of the Scottish lorry drivers. Deliveries of fuel were 10 per cent lower probably reflecting lower demand in many Western European countries and there was a decline in exports of basic materials of 11 per cent. In contrast exports of food and live animals rose by 6 per cent.

Imports

In the fourth quarter of 1974, imports amounted to £5,482 million seasonally adjusted on a balance of payments basis, 2 per cent higher than in the third quarter.

This low rise in the value of imports continued the trend which became apparent in the third quarter. The rapid acceleration of import prices, so much a feature of 1973 and the first half of 1974 reflecting the strong growth in commodity prices and more recently the quadrupling of oil prices, has abated. In the fourth quarter oil prices were little changed while the demand for many commodities notably copper, tin, cotton and wool has fallen as a consequence of the slowdown in world trade with the result that some commodity prices have dropped back through the year. This has had a sharp impact on our import prices which rose by 3 per cent in the fourth quarter, the same as in the third, compared with rates of growth of 21 per cent and 12 per cent in the first and second quarters respectively. The fourth quarter also saw a continued decline in import volumes, following the downward tendency in the early part of the year. The volume of imports in the fourth quarter was 5 per cent below the level in the same period of 1973. The decline in the volume of imports is an indication of the reduction of the level of activity and demand in the domestic economy.

In 1974 as a whole, imports on a balance of payments basis were £20,848 million, 51 per cent higher than in 1973. Almost all of the rise was accounted for by higher prices, the volume of imports rising by only 1 per cent between the two years. Much of the increase occurred in fuels and industrial materials. The value of oil imports increased 223 per cent. Measured on an Overseas Trade Statistics basis, imports of industrial materials were 48 per cent higher by value while food, beverages and tobacco and finished manufactures showed more modest rises of 22 per cent and 20 per cent respectively.

Commodity pattern of imports

Imports of food, beverages and tobacco rose by 2 per cent in the fourth quarter of 1974, a fall in the volume of imports being more than offset by an increase in prices. There were wide differences in the movements of individual commodities within the group. As a result of the short-fall in supplies of raw sugar, both beet and cane, the volume of imports of refined sugar, almost all from the EEC, rose almost six hundred fold. Imports of dairy produce and eggs fell by 11 per cent and of tobacco by 10 per cent while imports of fruit and vegetables rose by 14 per cent reflecting a doubling in the price of tomatoes between the third and fourth quarters. Imports of beverages rose by 12 per cent reflecting an increase in the value of wine imports. Over the year as a whole imports of dairy produce and eggs and cereals recorded the largest increases in this commodity group reflecting in particular increased prices for butter, cheese and wheat.

Fuel imports in the fourth quarter were little changed at £1,207 million as prices remained stable. Over the year imports rose by 168 per cent reflecting the quadrupling of crude oil prices. The volume of crude oil imports fell slightly during the year while imports of petroleum products doubled in value; a 25 per cent fall in volume being more than offset by the sharp increase in price.

Imports of industrial materials fell by 2 per cent in the fourth quarter in line with reduction of 2 per cent in industrial production during the quarter. Timber imports continued to fall; a 17 per cent fall in value following a similar decrease in the previous quarter was due to a reduction in the volume of imports reflecting the continuing depressed state of the building industry. (The number of private housing starts in 1974 was over 50 per cent down on 1973.) Imports of chemicals fell by 7 per cent during the fourth quarter; a 6 per cent increase in price being more than offset by a 12 per cent drop in volume, a reflection of the sudden fall in demand at home and abroad. Within this category imports of plastic materials fell by 19 per cent. Over the year as a whole the value of imports of plastic materials increased by 76 per cent reflecting the increased price of the oil feed stock, while imports of chemical elements and compounds doubled during the year.

Among imports of other semi-manufactures, which rose by only 2 per cent (reflecting the fall in many world commodity prices and lower demand) imports of textiles fell by 9 per cent while imports of iron and steel rose by 17 per cent during the fourth quarter. Over the year as a whole imports of other semi-manufactures increased by 42 per cent. The largest increases in this group were in imports of paper and paperboard, 81 per cent, iron and steel 92 per cent and non-ferrous metals 53 per cent. In all three categories higher prices were mainly responsible for the increases although there was an increase in the volume of imports of iron and steel due in part to some disruption of domestic production.

Although the value of imports of finished manufactures as a whole rose by only 5 per cent during the fourth quarter, within this commodity group imports of other transport equipment, which is a volatile series, rose by 33 per cent. This increase was largely due to the delivery of four large aircraft during the quarter. During 1974 as a whole imports of finished manufactures rose by 20 per cent with this increase being evenly spread over all categories except transport equipment where deliveries of road motor vehicles fell by 1 per cent and other transport equipment rose by only 8 per cent. Within the category of road motor vehicles imports of motor cars fell by 19 per cent in value and 26 per cent in volume terms. Imports of consumer goods other than motor cars, rose by 15 per cent while imports of capital goods rose by 31 per cent. These increases reflected higher prices, the result of the current level of inflation in other industrialised countries, but there was also a rise in the volume of capital goods as the investment plans of earlier periods were fulfilled.

Sources of imports

Imports from many West European countries were little changed during the fourth quarter. The most significant rises were in deliveries from Italy, the Irish Republic, Denmark and Norway all of which showed increases of about 10 per cent. Increases in the value of fuel imports contributed to the above increases as did greater deliveries of clothing and textiles from the Irish Republic, sugar from Denmark, and fish and animal feeding stuffs from Norway. Falls in imports of wood, cork, paperboard and plastics from Finland contributed to the 10 per cent fall in imports from that source. Over the year as a whole imports from Western Europe increased by 41 per cent. All EEC countries shared in the increase to some extent but the growth in imports from the Irish Republic, the Netherlands, Belgium and Luxembourg was particularly marked especially imports of fuels, dairy produce, cereals and industrial materials. Among countries in the rest of Western Europe imports from Finland rose by 49 per cent mainly due to the higher value of imports of wood and paperboard. Imports from North America rose by 37 per cent in 1974 with the rise shared almost equally by the USA and Canada. Among the main commodities imports of chemicals, paperboard, non-ferrous metals and machinery from this area accounted for much of the overall rise while increased prices more than compensated for a fall of one-third in the volume of wheat imports from Canada.

Imports from the other Developed Countries increased by 9 per cent in 1974 despite a 6 per cent decline in the fourth quarter. Imports from New Zealand fell by 10 per cent over the year despite a 20 per cent increase in the fourth quarter. This increase was mainly in butter imports following the agreement on price levels, which over the year were unchanged in terms of value and quantity from their 1973 level, whereas imports of cheese fell to about one-third of their 1973 level. Imports from South Africa declined from the level reached in the third quarter to record a 17 per cent increase over the year. Imports from the Developing Countries increased by 81 per cent in 1974 despite falling away by 3 per cent in the final quarter. This was a reflection of the sharp rise in oil prices, the oil exporting countries all falling within this group. The value of imports from the Middle East and North Africa rose by 158 per cent while, in contrast, those from Latin America and the other developing countries were 35 per cent and 32 per cent higher respectively.

Imports from the Centrally Planned Economies rose by 25 per cent in 1974.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 1 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the *Trade Statistics* (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the *Trade Statistics* (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All those adjustments are described in greater detail in the annual Pink Book, *United Kingdom Balance of Payments 1963-73* and in an article in the issue of *Trade and Industry* dated 4 November 1970.

1(b). The adjustments described at Note 1(a) have been made for the quarterly totals of exports and imports, for the main area analysis of trade (Table 3) and for trade in petroleum and petroleum products (Table 6). They cannot be estimated for the other commodity analysis of trade nor for individual countries. The values of total trade and the main components of exports and imports in Tables 7 to 10 are on the *Overseas Trade Statistics* basis and correspond with the totals given in the first columns of Table 1. Comments on total trade and in the section headed 'Area Analysis of the Visible Trade Balance' relate to figures on a balance of payments basis. Detailed analysis of imports and exports on an area and commodity basis relates to the figures on an *Overseas Trade Statistics* basis in Table 7 to 10. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balances. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above.

1(d) Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording had indicated that, since the beginning of 1972, there had been no need to make adjustments to the export figures for a shortfall in documentation. As the above article indicated, some errors in recording remained, whereby either the need to submit a document was overlooked or, on the other hand, two documents might be submitted for the same goods. The effect of these errors had been substantially reduced under the present system so that the small elements of under- and over-recording more or less balanced out, leaving the total recorded figure of exports in each month virtually correct.

Since the autumn of 1973, however, there has been evidence of a slight deterioration causing a small net amount of under-recording. The sums involved have been very small, amounting to only about half of 1 per cent, that is around £6 million or £7 million a month by mid-1974. Because the monitoring of the export documentation in any month takes some time to carry out, the available evidence extends only to about the middle of the year. It has been provisionally assumed that an adjustment of the same amount is warranted for more recent months, and it will be continued until the evidence suggests otherwise. Meanwhile, HM Customs and Excise are taking further action to improve the lodgment of documents.

In view of the evidence at hand, an adjustment of £6 million to £7 million has now been made for each month from October 1973, with smaller notional sums in July to September 1973. The adjustment (which is included in the coverage adjustments described at Note 1(a)) amounted to £21 million in the fourth quarter of 1974.

1(e) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipments of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(f) Definition of areas. The areas used in Table 3 of this article comprise the following countries:

EEC – West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark, Greenland and Irish Republic.

Rest of Western Europe – Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (Foreign Part).

North America – USA, Canada, Puerto Rico, US Virgin Islands.

Rest of World – All other countries.

The areas used in Tables 7 and 10 comprise the following countries:

EEC, Rest of Western Europe and North America as above.

Other Developed Countries – Australia, New Zealand, Japan and South Africa.

Centrally Planned Economies – Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, North Vietnam and Outer Mongolia.

Latin America – Cuba, Haiti, Dominican Republic, Guatemala, El Salvador, Honduras (not British), Nicaragua, Costa Rica, Panama, Canal Zone of Panama, Mexico, Colombia, Venezuela, Ecuador, Peru, Chile, Bolivia, Brazil, Paraguay, Uruguay, Argentina.

Middle East and North Africa – Algeria, Egypt, Libya, Morocco, Sudan, Tunisia, Abu Dhabi, Dubai, Sharjah etc., Bahrein, Cyprus, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Syria, Saudi Arabia, Yemen Arab Republic, Yemen People's Democratic Republic.

Other Developing Countries – All other countries.

Oil Exporting Countries – Abu Dhabi, Algeria, Bahrein, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Trinidad and Tobago and Venezuela.

1(g) The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

1(h) Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (Table 6) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in Tables 8 and 9. Import figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in Table 6 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels totals in Tables 8 and 9. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

The average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

2. Overseas Trade Statistics. Detailed particulars of United Kingdom imports and exports for December 1974 (with cumulative totals) were published in January* and further analyses of the figures will be found in the tables on external trade in the *Monthly Digest of Statistics*†.

* *Overseas Trade Statistics of the United Kingdom*, December 1974, published by HMSO, price £2.50 (annual subscription £33.60).

† *Monthly Digest of Statistics*, published by HMSO, price 63p (annual subscription including Supplement of Definitions and postage, £8.60).

Current account of the United Kingdom balance of payments for March

In March 1975 the current account is estimated to have been in surplus by £14 million. The deficit on trade in goods was £106 million, seasonally adjusted*, made up of a deficit of £206 million in trade in oil (that is, petroleum and petroleum products – for details see Table 12) and a surplus of £100 million in trade in non-oil goods. The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million.

In the first quarter of 1975 the current account deficit totalled £311 million compared with £1,075 million in the previous quarter.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods: Petroleum and petroleum products	Visible balance: Trade in goods: Other goods	Visible balance: Trade in goods: Total	Invisible balance: Services and other current transactions
1974	-3,828	-3,446	-1,813	-5,259	+1,431
1974 1st quarter	-971	-770	-509	-1,279	+308
2nd quarter	-985	-881	-435	-1,316	+331
3rd quarter	-797	-876	-334	-1,210	+413
4th quarter	-1,075	-919	-535	-1,454	+379
1975 1st quarter	-311	-781	+110	-671	+360*
1974 October	-369	-327	-168	-495	+126†
November	-474	-305	-295	-600	+126†
December	-232	-287	-72	-359	+127†
1975 January	-155	-312	+37	-275	+120*
February	-170	-263	-27	-290	+120*
March¶	+14	-206	+100	-106	+120*

* These figures are projections and are subject to revision as the relevant statistical information becomes available.

† One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

¶ The figures for visible trade in March were distorted by the industrial dispute at the Port of London.

VISIBLE TRADE

(a) Summary (figures on a balance of payments basis) (see Tables 1 and 3). In March there was a deficit on visible trade of £106 million, seasonally adjusted; the value of exports was £1,540 million and the value of imports was £1,646 million. The volume of exports rose by 3½ per cent between February and March while

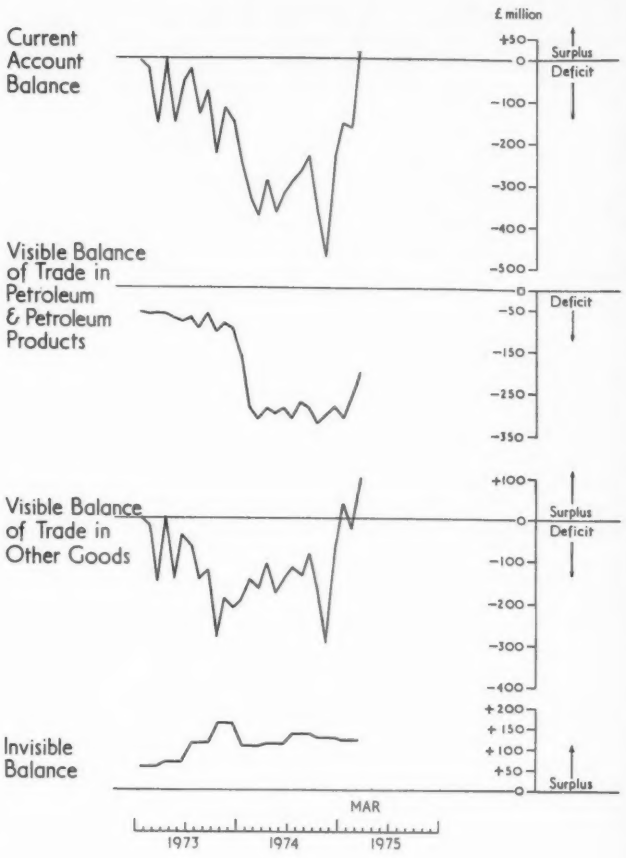
TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1973	11,512	13,813	-2,301
1974	15,589	20,848	-5,259
1973 1st quarter	2,685	3,039	-354
2nd quarter	2,788	3,189	-401
3rd quarter	2,991	3,560	-569
4th quarter	3,048	4,025	-977
1974 1st quarter	3,500	4,779	-1,279
2nd quarter	3,900	5,216	-1,316
3rd quarter	4,161	5,371	-1,210
4th quarter	4,029	5,482	-1,454
1975 1st quarter p	4,558	5,229	-671
1974 October	1,347	1,841	-495
November	1,296	1,896	-600
December	1,386	1,745	-359
1975 January	1,562	1,837	-275
February r	1,456	1,746	-290
March p	1,540	1,646	-106
Percentage change 1st quarter on previous quarter	+13	-4½	

p Provisional estimates r Revised estimates

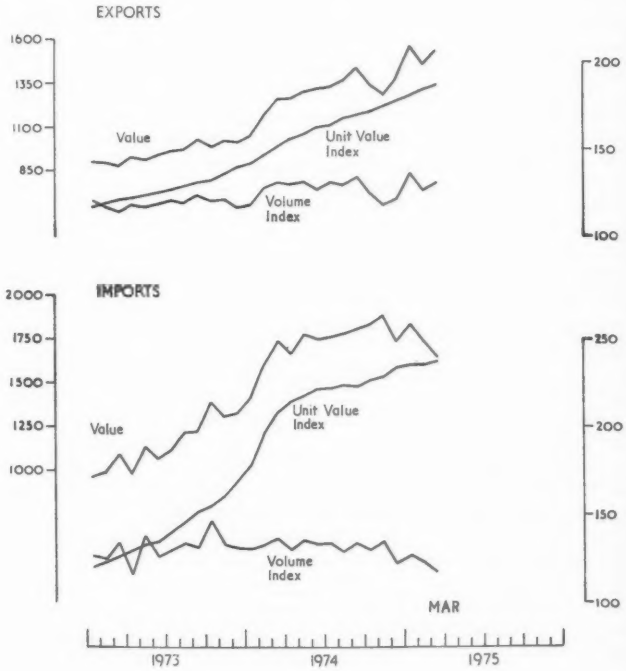
ANALYSIS OF THE CURRENT ACCOUNT OF THE UNITED KINGDOM BALANCE OF PAYMENTS



United Kingdom Trade

on a balance of payments basis
seasonally adjusted (except Unit Value Index)

Value: £million f.o.b
Indices 1970 = 100



there was a fall of 5 per cent in the volume of imports: the terms of trade were unchanged.

The March deficit was substantially less than the £290 million deficit recorded in February and the reduction owes much to the way in which the effects of the industrial dispute in the Port of London (and perhaps also the fishermen's blockage of certain ports) on the flows of trade have been recorded in the statistics. Imports were reduced because the statistics for March correspond closely to the movement of goods arriving in the month and the effects of the dispute are therefore fully reflected in the figures. In contrast the March export figures were less affected because they relate, on average, to goods passing through the ports from about mid- February to mid-March (see note (f)) and thus do not fully reflect the impact of the dispute. As a result the net impact on the recorded visible balance has been favourable.

Between February and March the non-oil trade balance improved from a deficit of £27 million to a surplus of £100 million reflecting the impact of the dispute. In addition there was a reduction in the deficit on trade in oil from £263 million to £206 million: this primarily resulted from a lower volume of crude oil imports, on which the industrial disputes are unlikely to have had any great effect (see Table 12).

In the first quarter of this year, the favourable movements in trade combined with the effects of the industrial disputes in March have led to a deficit on visible trade of £671 million, compared with £1,454 million in the final quarter of last year. Between these periods the oil trade deficit decreased from £919 million to £781 million, while the balance of non-oil trade moved from a deficit of £535 million to a surplus of £110 million.

In the latest three months the value of exports was £4,558 million, 13 per cent higher than in the previous three months. In contrast imports, at £5,229 million, were 4½ per cent lower. Between these periods the terms of trade rose by 2½ per cent, resulting from a 5 per cent increase in the export unit value index and a 2½ per cent increase in the import unit value index. The volume of exports increased by 7½ per cent and there was a fall of 6 per cent in the volume of imports, partly accounted for by the effects of industrial disputes.

TABLE 2 Invisible trade¶

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1973	7,980	6,796	+1,184
1974	9,666	8,235	+1,431
1973 1st quarter	1,743	1,573	+170
2nd quarter	1,874	1,683	+191
3rd quarter	2,063	1,724	+339
4th quarter	2,300	1,816	+484
1974 1st quarter	2,347	2,039	+308
2nd quarter	2,367	2,036	+331
3rd quarter	2,414	2,001	+413
4th quarter	2,538	2,159	+379
1975 January			+120*
February			+120*
March			+120*

¶ See Note 1(g).
* These figures are projections and are subject to revision as the relevant statistical information becomes available.

TABLE 3 Import and export unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
	Exports	Imports	Terms of trade†	Exports	Imports
1973	126.0	139.7	90.2	119.2	131.4
1974 p	162.7	217.6	74.8	127.6	133.0
1973 1st quarter	119.3	123.4	96.7	117.7	128.8
2nd quarter	123.8	133.1	93.0	118.6	127.1
3rd quarter	129.1	146.7	88.0	121.0	132.3
4th quarter	136.1	162.0	84.0	119.7	137.3
1974 1st quarter	147.2	195.5	75.3	126.8	134.3
2nd quarter	159.9	218.8	73.1	129.4	133.6
3rd quarter	168.1	224.4	74.9	131.8	133.3
4th quarter	175.8	231.3	76.0	122.4	130.9
1975 1st quarter p	184.9	237.0	78.0	131.3	123.1
1974 October	172.4	228.1	75.6	125.0	133.3
November	175.8	230.3	76.3	119.2	136.2
December	179.0	235.4	76.1	123.0	123.2
1975 January p	182.2	235.9	77.2	136.4	127.5
February p	185.1	236.3	78.3	126.6	123.9
March p	187.3	238.9	78.4	130.8	117.9
Percentage change 1st quarter on previous quarter	+5	+2·5	+2.5	+7.5	-6

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.

(b) EXPORTS (OVERSEAS TRADE STATISTICS BASIS)

i Area analysis (see Table 4)

The increase in exports between the final quarter of 1974 and the first quarter of this year was widespread, although the rate of growth was slower among developed countries than elsewhere. Deliveries to the EEC increased by 7½ per cent and there were rises of 10 per cent and 5½ per cent respectively in exports to the rest of Western Europe and to North America. There was little increase in exports to other developed countries (ie Australia, New Zealand, South Africa and Japan). In contrast, deliveries to the oil exporting countries rose by 23 per cent and there were increases of 21 per cent in exports to other developing countries and 16 per cent to the centrally planned economies.

ii Commodity analysis (see Tables 5, 6 and 7).

In the first quarter, exports of manufactures were 10 per cent higher, by value, than in the previous quarter with both increased volume and prices contributing. Within this broad category there was a sharp rise of 20 per cent in the value of exports of machinery with volume being 12 per cent higher. The value of exports of road motor vehicles and other transport equipment rose by 9 per cent in aggregate (mainly the result of a 12 per cent rise in the value of road motor vehicles) with volume increasing by 4½ per cent and unit value by 7 per cent. Exports of chemicals and textiles were both reduced in value terms by 2 per cent and 1 per cent respectively, resulting from lower volumes of deliveries while exports of metals and miscellaneous metal manufactures rose by 6½ per cent with both volume and price rises contributing.

Among non-manufactured goods, the value of which rose by 21 per cent in aggregate, there was an exceptionally large rise of 48 per cent in exports of food, beverages and tobacco, mainly resulting from a recovery in the volume of deliveries from the low level in the fourth quarter. Exports of fuels were 1½ per cent lower in the first quarter compared with the previous quarter, reduced volume outweighing an increase in price.

(c) IMPORTS (OVERSEAS TRADE STATISTICS BASIS)

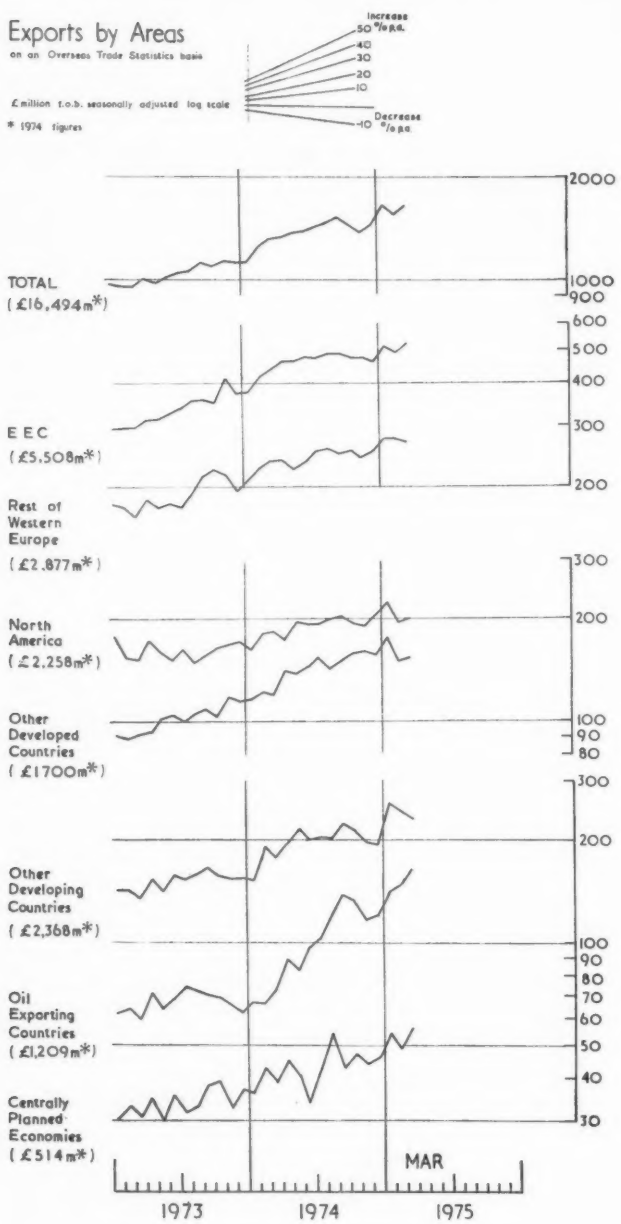
i Commodity analysis (see Tables 8, 10 and 11)

Imports of fuels fell by 12 per cent in value, a 14 per cent reduction in volume outweighing a rise in price. Reduced volumes of deliveries were characteristic of most of the other major groups of commodities partly reflecting the effect on the March figures of the industrial dispute. Imports of food, beverages and tobacco increased by 3½ per cent in value between the fourth quarter of last year and the first quarter of this year, a reduction in volume being outweighed by an 8 per cent rise in price. Imports of industrial materials in aggregate fell by 6 per cent in value due to reduced volumes and within this group there was a substantial reduction of 15 per cent in the value of chemical imports with lower volumes offsetting a small rise in price. Among finished manufactures, which increased by 6 per cent in value with a rise in price more than offsetting a small fall in volume, imports of machinery increased in value terms by 4½ per cent with lower volumes being more than offset by higher prices. In contrast the volume of imports of road motor vehicles and other transport equipment in aggregate and of other finished manufactures increased which together with higher prices led to a rise in the value of imports of 11 per cent and 6 per cent respectively.

ii Area analysis (see Table 9)

Among our major sources of imports, the value of arrivals from the EEC increased by 5 per cent between the final quarter of 1974 and the first quarter of this year. In contrast imports from most other areas were reduced. Those from the rest of Western Europe were 8 per cent lower, from North America 2 per cent lower and from the other developed countries the reduction in imports was 5 per cent.

Among developing countries imports from the oil exporting countries fell by 11 per cent but in contrast there was a rise of 7½ per cent in arrivals from the other developing countries in aggregate. Imports from the centrally planned economics were 1½ per cent lower.



INVISIBLE TRADE (see Table 2)

The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million with monthly credits and debits of the order of £850 million and £750 million respectively.

NOTES

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank credit (the values involved are now small). All these adjustments are described in greater detail in the annual *Pink Book United Kingdom Balance of Payments 1963-73* (Table 6 and pp. 62-66) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary esimates and liable to revision.

1(b). The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports (Table 1) and the monthly figures of trade in petroleum and petroleum products (Table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analysis of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a). Since, as noted above, the imports and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

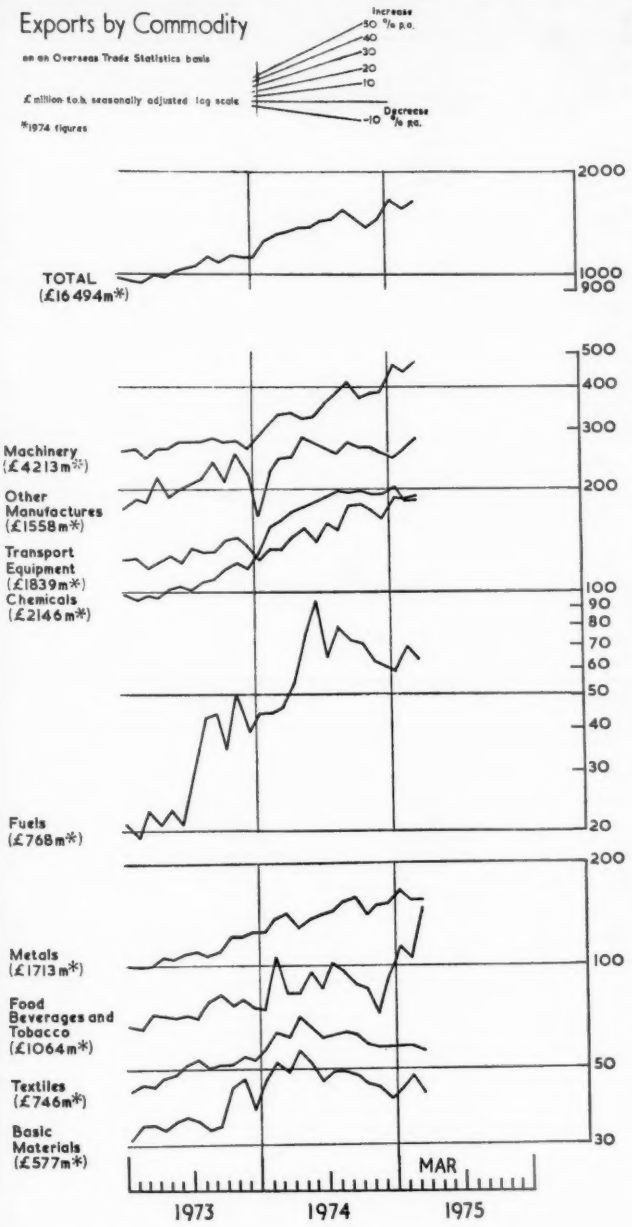
The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

TABLE 4 Exports: areas¶ Overseas trade statistics basis Seasonally adjusted values £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1974	16,494	5,508	2,877	2,258	1,700	1,209	2,368	514
1974 2nd quarter	4,096	1,404	699	559	422	270	610	119
3rd quarter	4,427	1,454	758	592	446	364	629	139
4th quarter	4,284	1,413	745	584	475	369	606	137
1975 1st quarter p	4,840	1,520	823	616	478	456	732	158
1975 January	1,644	508	276	221	175	141	258	54
February r	1,556	489	278	196	150	149	242	48
March p	1,640	523	269	201	153	166	233	56
Percentage change 1st quarter on previous quarter	+13	+7.5	+10	+5.5	+0.5	+23	+21	+16

¶ See Note 1(b) r Revised estimates p Provisional estimates

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.



1(e) Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording had indicated that, since the beginning of 1972, there had been no need to make adjustments to the export figures for a shortfall in documentation. As the above article indicated, some errors in recording remained, whereby either the need to submit a document was overlooked or, on the other hand, two documents might be submitted for the same goods. The effect of these errors had been substantially reduced under the present system so that the small elements of under- and over-recording more or less balanced out, leaving the total recorded figure of exports in each month virtually correct.

Since the autumn of 1973, however, there has been evidence of a slight deterioration causing a small net amount of under-recording. The sums involved have been very small, amounting to only about half of 1 per cent, that is around £6 million or £7 million a month by mid-1974. Because the monitoring of the export documentation in any month takes some time to carry out, the available evidence extends only to about the middle of the year. It has been provisionally assumed that an adjustment of the same amount is warranted for more recent months, and it will be continued until the evidence suggests otherwise. Meanwhile, HM Customs and Excise are taking further action to improve the lodgment of documents.

In view of the evidence at hand, an adjustment of £6 million to £7 million has now been made for each month from October 1973, with smaller notional sums in July to September 1973. The adjustment (which is included in the coverage adjustments described at Note 1(a) amounted to £88 million in the 12 monthly period ended March 1975.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

TABLE 5 Exports: Commodity classes¶ Overseas trade statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1974	16,494	1,064	577	768	13,685	6,052	4,213	1,305	535	2,146	1,713	746	3,027	410
1974 2nd quarter	4,096	264	154	223	3,364	1,441	990	311	128	531	409	198	808	110
3rd quarter	4,427	286	146	217	3,649	1,648	1,149	341	148	584	455	190	791	100
4th quarter	4,284	252	130	194	3,639	1,655	1,146	371	146	583	443	175	789	111
1975 1st quarter p	4,840	373	135	191	4,017	1,924	1,375	415	149	571	472	173	789	118
1975 January	1,644	116	44	59	1,364	656	461	138	48	201	165	58	246	41
February r	1,556	108	49	69	1,305	628	441	139	50	184	154	58	263	32
March p	1,640	149	42	63	1,348	639	474	138	52	186	154	56	280	46
Percentage change 1st quarter on previous quarter	+13	+48	+3.5	−1.5	+10	+16	+20	+12	+2.5	−2	+6.5	−1	—	+7

¶ See Note 1(b) r Revised estimates p Provisional estimates * Not seasonally adjusted

TABLE 6 Exports: Volume indices
Overseas trade statistics basis

Seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1974	132.9	142	115	101	135	125	127	120	169	116	125	154
1974 2nd quarter	133.4	140	120	112	136	123	124	117	168	113	136	167
3rd quarter	138.7	150	106	113	139	134	135	131	173	113	120	158
4th quarter	127.7	125	98	101	132	126	127	124	163	112	104	151
1975 1st quarter p	137.9	170	103	95	137	136	142	130	157	116	102	146
1975 January	142.4	168	103	88	139	140	146	131	168	120	102	140
February	133.5	157	108	98	137	135	138	131	153	113	103	146
March p	137.7	185	98	100	137	132	143	127	150	114	99	150
Percentage change 1st quarter on previous quarter	+8	+36	+5	−6	+4	+7.5	+12	+4.5	−3.5	+3.5	−2	−3.5

p Provisional estimates

TABLE 7 Exports: Unit value indices
Overseas trade statistics basis

Not seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1974	160.7	148	181	381	155	153	155	149	169	164	159	146
1974 2nd quarter	159.1	148	189	392	153	149	151	146	168	164	158	143
3rd quarter	167.4	154	197	385	162	158	162	150	179	177	166	150
4th quarter	174.9	157	193	395	170	168	172	160	191	179	175	157
1975 1st quarter p	184.1	166	192	416	179	179	182	171	200	184	178	163
1975 January	181.4	161	189	419	176	174	179	165	197	184	179	161
February	184.4	166	192	418	179	180	183	172	199	185	178	162
March p	186.4	171	193	411	181	182	184	177	204	185	177	165
Percentage change 1st quarter on previous quarter	+5.5	+5.5	−0.5	+5.5	+5	+6.5	+6	+7	+4.5	+3.5	+1.5	+4

p Provisional estimates

TABLE 8 Imports: Commodity classes¶
Overseas trade statistics basis

Seasonally adjusted values — £ million cif

	Total	Food, beverages and tobacco	Fuels	Industrial materials: Total	Basic materials	Chemicals	Other semi-manufactures	Finished manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1974	23,117	3,779	4,627	8,953	2,580	1,584	4,789	5,555	3,902	2,969	645	287	1,653	203
1974 2nd quarter	5,857	928	1,202	2,280	659	392	1,228	1,406	979	743	149	85	427	56
3rd quarter	5,926	988	1,184	2,310	673	445	1,192	1,381	980	723	181	66	401	50
4th quarter	5,985	1,005	1,207	2,266	635	412	1,219	1,443	1,030	772	170	87	414	55
1975 1st quarter p	5,824	1,039	1,058	2,129	594	350	1,185	1,530	1,091	807	185	100	439	80
1975 January	2,068	395	409	756	221	133	401	522	371	274	59	34	151	23
February r	1,953	344	360	691	189	114	387	524	376	266	66	39	148	30
March p	1,803	300	289	682	183	103	396	484	344	267	61	27	140	28
Percentage change 1st quarter on previous quarter	−2.5	+3.5	−12	−6	−6.5	−15	−3	+6	+6	+4.5	+9	+15	+6	+44

¶ See Note 1(b). r Revised estimates. p Provisional estimates. * Not seasonally adjusted.

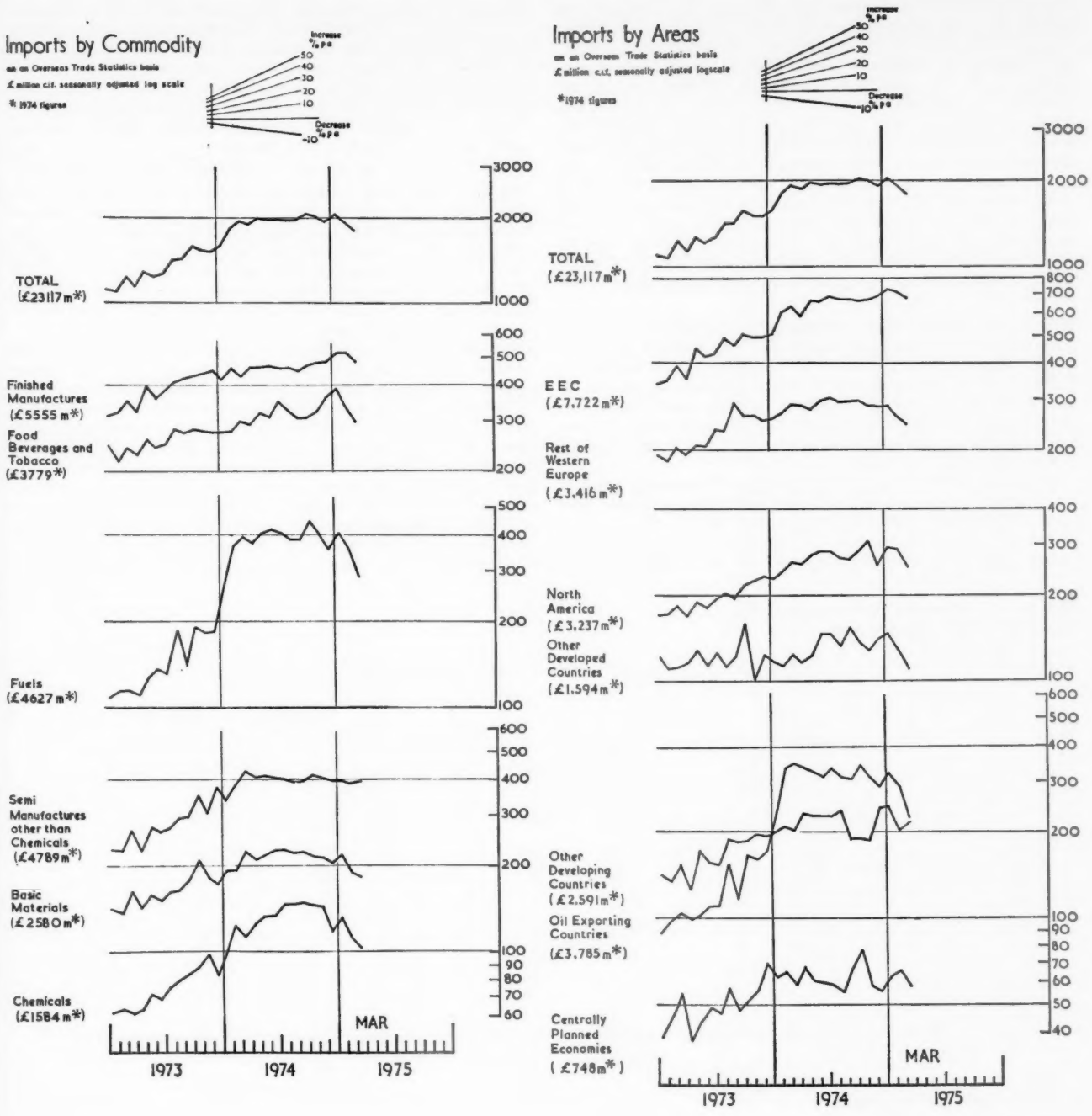


TABLE 9 Imports: Areas¶ Overseas trade statistics basis

Seasonally adjusted values

£ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1974	23,117	7,722	3,416	3,237	1,594	3,785	2,591	748
1974 2nd quarter	5,857	1,915	857	825	390	975	695	189
3rd quarter	5,926	2,037	888	824	437	956	658	181
4th quarter	5,985	2,020	861	854	409	940	624	191
1975 1st quarter p	5,824	2,121	792	836	389	837	670	188
1975 January	2,068	729	283	297	150	321	250	63
February r	1,953	715	261	290	130	292	201	66
March p	1,803	678	247	249	110	225	219	58
Percentage change 1st quarter on previous quarter	−2.5	+5	−8	−2	−5	−11	+7.5	−1.5

¶ See Note 1(b). r Revised estimates. p Provisional estimates.

1(g) Invisible trade (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons; the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends though subject to modification for new factors (eg interest payments on the $2,500 million loan to HM Government) which affect the trend; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

1(h) Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (Table 12) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in Tables 5 and 8. Import figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in Table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels totals in Tables 5 and 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

The average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

1(i) Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry*, 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply). Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the volume of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and con-

TABLE 10 Imports: Volume indices
Overseas trade statistics basis

Seasonally adjusted values — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1974	133.4	99	106	129	93	151	147	189	188	188	192	191
1974 2nd quarter	135.5	100	107	130	95	154	148	196	194	191	201	203
3rd quarter	134.0	102	105	128	91	162	144	187	188	182	197	185
4th quarter	130.3	97	105	125	89	143	145	183	187	183	200	172
1975 1st quarter p	123.8	94	91	117	84	119	138	181	184	178	206	175
1975 January	130.2	107	103	124	93	136	141	190	193	187	202	182
February	125.3	97	93	115	83	118	136	185	188	176	225	177
March p	115.9	79	76	112	77	103	138	169	170	172	192	165
Percentage change 1st quarter on previous quarter	−5	−2.5	−14	−7	−5.5	−17	−4.5	−1	−1.5	−3	+3	+1.5

p Provisional estimates.

TABLE 11 Imports: Unit value indices
Overseas trade statistics basis

Not seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1974	210.3	193	468	190	208	207	172	152	147	143	163	164
1974 2nd quarter	211.3	191	485	190	207	201	174	151	146	142	163	163
3rd quarter	216.2	193	482	197	218	217	177	158	152	148	168	173
4th quarter	222.3	202	494	199	219	230	177	166	159	155	174	185
1975 1st quarter p	230.1	218	509	200	217	240	177	174	168	164	183	191
1975 January	229.1	215	516	200	218	239	176	170	163	159	180	189
February	229.5	213	509	200	217	241	177	176	169	166	185	192
March p	231.8	226	503	200	216	241	177	177	171	168	184	193
Percentage change 1st quarter on previous quarter	+3.5	+8	+3	+0.5	−1	+4.5	—	+5	+5.5	+6	+5	+3.5

p Provisional estimates.

sequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices will be published in the April issue of *Economic Trends*.

1(j) Definition of areas. The areas used in Tables 4 and 9 of this article are defined in *Trade and Industry*, 20 February 1975.

2 Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports with cumulative totals will be published on 25 April 1975* and further analysis of the figures will be found in Tables 122 to 139 in the Monthly Digest for May†, due to be published in the second week of June.

* *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £2.50 (Annual Subscription £33.60).

† *Monthly Digest of Statistics*, published by HMSO, price 63p (Annual subscription including supplement of Definitions and postage, £8.60).

TABLE 12 Trade in petroleum and petroleum products¶ On a balance of payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of visible trade	Imports					Exports
		Total	Crude oil			Rest of Division 33	Total
	£ million fob	£ million fob	£ million fob	Million tons	Average value per ton £ fob	£ million	£ million
1973	−941	1,281	941	111.5	8.4	340	340
1974	−3,446	4,142	3,365	109.4	30.8	777	696
1973 1st quarter	−188	244	171	24.6	7.0	73	56
2nd quarter	−220	278	205	27.9	7.4	73	58
3rd quarter	−237	347	242	30.4	8.0	105	110
4th quarter	−296	413	324	28.6	11.3	89	117
1974 1st quarter	−770	899	732	29.0	25.2	167	129
2nd quarter	−881	1,087	898	28.0	32.0	189	206
3rd quarter	−876	1,069	861	26.1	33.2	209	193
4th quarter	−919	1,087	874	26.3	33.4	213	168
1975 1st quarter p	−781	939	748	21.9	34.1	191	158
1975 January	−312	362	284	8.2	34.6	78	50
February	−263	320	263	7.7	34.1	57	57
March p	−206	257	201	6.0	33.6	56	51
Percentage change 1st quarter on previous quarter		−14	−14	−17	+2	−10	−6

¶ See Note 1(h). p Provisional estimates.

TABLE 13 Derivation of the balance of payments

£ million

	EXPORTS				IMPORTS				
	Recorded	Seasonally adjusted*			Recorded	Seasonally adjusted*			
	Overseas Trade statistics basis (fob)	Overseas Trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)	Overseas Trade statistics basis (cif)	Overseas Trade statistics basis (cif)	Adjustments to BOP basis: Freight etc.	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis
1973	12,454.3	12,454	−942	11,512	15,839.8	15,840	−1,385	−642	13,813
1974	16,494.3	16,494	−905	15,589	23,116.7	23,117	−1,635	−634	20,848
1973 1st quarter	2,827.7	2,875	−190	2,685	3,568.9	3,442	−310	− 93	3,039
2nd quarter	3,074.7	2,996	−207	2,788	3,722.5	3,668	−331	−148	3,189
3rd quarter	3,056.1	3,234	−243	2,991	3,939.6	4,129	−355	−213	3,560
4th quarter	3,496.5	3,350	−302	3,048	4,623.4	4,601	−388	−188	4,025
1974 1st quarter	3,583.4	3,687	−187	3,500	5,332.1	5,349	−422	−148	4,779
2nd quarter	4,199.4	4,096	−196	3,900	5,994.9	5,857	−419	−223	5,216
3rd quarter	4,215.7	4,427	−266	4,161	5,762.1	5,926	−397	−157	5,371
4th quarter	4,495.8	4,284	−255	4,029	6,027.7	5,985	−398	−105	5,482
1975 1st quarter p	4,562.0	4,840	−282	4,558	5,807.8	5,824	−423	−172	5,229
1974 October	1,609.2	1,448	−101	1,347	2,147.8	2,040	−135	−63	1,841
November	1,443.9	1,383	−87	1,296	2,009.4	2,016	−132	+12	1,896
December	1,449.5	1,453	−67	1,386	1,901.8	1,929	−130	−54	1,745
1975 January	1,568.0	1,644	−82	1,562	2,188.0	2,068	−156	−74	1,837
February r	1,475.7	1,556	−100	1,456	1,871.2	1,953	−141	−66	1,746
March p	1,518.3	1,640	−100	1,540	1,748.6	1,803	−126	−32	1,646
Percentage change 1st quarter on previous quarter	+1.5	+13		+13	−3.5	−2.5			−4.5

* Components and totals are rounded independently.
p = provisional estimates.
r = revised estimates.

Government Publications in the North

from

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New companies registered

Below are details of new companies registered in Great Britain during March 1975 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2,206	—	2,206
Over £100 but under £1,000	67	—	67
£1,000 but under £10,000	803	—	803
£10,000 but under £50,000	290	—	290
£50,000 but under £100,000	34	—	34
£100,000 but under £1,000,000	34	—	34
£1,000,000 and over	6	—	6
Total number	3,440	—	3,440
	£ thous.	£ thous.	£ thous.
Total amount of nominal capital	28,511	—	28,511

Companies registered in Great Britain in 1974 and 1975

	1974		1975	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	4,758	27,824	3,648	18,631
February	2,870	81,582	3,442	22,886
March	3,393	21,763	3,440	28,511
April	3,679	50,557		
May	3,878	36,111		
June	3,329	29,037		
July	3,730	32,961		
August	3,274	37,822		
September	3,214	36,037		
October	3,481	25,421		
November	3,115	36,422		
December	3,039	21,298		
Total	41,760	436,835		

New Business Monitor will give rapid sales figures for 150 industries

The quarterly total sales figures for virtually every sector of UK industry (145 manufacturing industries, five mining industries) brought to the businessman's desk, in one handy publication, within 13 weeks of the quarter covered. This is the goal which the Business Statistics Office has set itself in launching its new quarterly Business Monitor PQ 1002.

The BSO collects quarterly sales figures from more than 4,000 products manufactured by some 30,000 establishments (above an employment level of, normally, 25 employees) in the industries covered by PQ 1002, and quarterly Monitors giving details of sales of individual products in each of these industries have been available for some time. How soon these Monitors can be published after the quarter to which they relate depends mainly on how long companies take to send in returns for the commodities they produce. The BSO cannot publish until response is high enough for the overwhelming majority of the figures in a Monitor to be reliable. For some Monitors the delay can be as short as nine weeks after the end of the quarter concerned; for others it can be as long as six months. But reliable estimates of the total sales of a particular industry can be made well before the Monitor giving detailed information about the individual products of that industry can be published. PQ 1002 is therefore being introduced to meet the demand for early estimates of quarterly movements in manufacturers' sales. It supplements the commodity Monitors, bringing together, for the first time under one cover, all quarterly sales information on the manufacturing and mining industries.

The data for PQ 1002 are compiled in the eleventh week after the end of the quarter to which they relate, by which time the response rate is usually over 80 per cent for at least 100 of the industries reported. The 150 industries are grouped by the following broad sectors: mining and quarrying; food, drink and tobacco; coal and petroleum; chemicals and allied industries; metal manufacture; mechanical engineering; instrument engineering; electrical engineering; shipbuilding and marine engineering; vehicles; metal goods, textiles; leather, leather goods and fur; clothing and footwear; bricks, pottery, glass, cement; timber and furniture; paper, printing and publishing; other industries.

'Business Monitor PQ 1002: manufacturing industries total sales' is available from HMSO, price 52p for a year's issues (including postage). The whole production series of Business Monitors, including PQ 1002, can be obtained for an annual subscription of £35.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 11 April 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Jersey Island Of Contrasts	BR/E 38049/12/4/80	18	8 April	Columbia-Warner Distributors Ltd.	Anthony Gilkison Associates Ltd.
Deadly Strangers	BR/E 38050/12/4/80	93	8 April	Fox-Rank Distributors Ltd.	Silhouette Film Productions Ltd.
What Changed Charley Farthing?	BR/E 38051/12/4/80	101	8 April	Fox-Rank Distributors Ltd.	Patuna Productions Ltd.
Introducing John Christie	BR/E 38044/12/4/80	11	10 April	Cinema International Corporation (UK)	Big Five Films Ltd.
Movietone News 2392	BR/E 37822/12/4/80	8	11 April	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Lusty Lovers	F 38047	85	7 April	English Film Co. Ltd.	Arvo Film SpA, Rome
Sexual Desire	F 38048	63	8 April	London International Film Distributors Ltd.	Box Office International Inc., Hollywood
Blood Money	F 38052	100	10 April	Columbia-Warner Distributors Ltd.	Shaw Bros. (Hong Kong), Singapore
Night Moves	F 38053	99	10 April	Columbia-Warner Distributors Ltd.	Warner Brothers Inc., California
Uptown Saturday Night	F 38054	104	10 April	Columbia-Warner Distributors Ltd.	Verdon Productions Ltd., New York
7 Minutes To Die	F 38017	80	10 April	Border Film Productions (London) Ltd.	Urfesa PC, Madrid and Telefilm International, Rome

Amendments to the Register:
The registration number of the film 'Without A Stitch', registered on 20 January 1971, has been amended to EC 35307/23/1/76 and the playing time to 77 minutes.
The title of the film 'Love At Twenty' (F 29755), registered on 7 October 1964, has been amended to 'Antoine et Colette', the playing time to 30 minutes and the name of the distributor to read Gala Film Distributors Ltd.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Feb. 1975
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	4 Apr. 1975
Catering trades turnover (M)	This week
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	20 Feb. 1975
liquidity (Q)	14 Mar. 1975
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	11 Apr. 1975
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	28 Mar. 1975
Energy trends (M)	4 Apr. 1975
Engineering industries: sales and orders (M)	28 Mar. 1975
Film industry	
British Film Fund Agency returns (M)	11 Apr. 1975
cinema admissions and takings (M)	4 Apr. 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	7 Mar. 1975
Foreign exchange: official reserves (M)	11 Apr. 1975
Foreign trade: industrial countries' production and trade (Q)	This week
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	28 Mar. 1975
Hire-purchase business (M)	11 Apr. 1975
Industrial production:	
index numbers (M)	28 Mar. 1975
N. Ireland index (M)	28 Mar. 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	30 Jan. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	14 Mar. 1975
Man-made fibres:	
deliveries (Q)	7 Mar. 1975
production (M)	28 Mar. 1975
production: quarterly analysis (Q)	7 Mar. 1975
Motor industry:	
car and commercial vehicle production (M)	28 Mar. 1975
estimated figures (M)	This week
motor trade turnover (Q)	20 Feb. 1975
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	This week
value: analysis of trends (Q)	This week
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	28 Mar. 1975
Retail prices index (M)	28 Mar. 1975
Retail trades:	
sales (M)	11 Apr. 1975
provisional figures (M)	21 Mar. 1975
sales, N. Ireland (M)	4 Apr. 1975
stocks (M)	This week
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	4 Apr. 1975
Stocks:	
manufacturers' and distributors' (Q)	4 Apr. 1975
retail (M)	28 Mar. 1975
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	7 Mar. 1975
cotton industry production (M)	11 Apr. 1975
hosiery production (M)	21 Mar. 1975
made-up clothing: orders and deliveries (M)	7 Mar. 1975
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	28 Mar. 1975
wool exports (Q)	25 Feb. 1975
wool output (M)	11 Apr. 1975
Tourism:	
foreign visitor arrivals (M)	14 Mar. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	21 Mar. 1975
ECGD local offices	14 Mar. 1975
Guide to Departments	7 Mar. 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	This week
Release dates of economic statistics	28 Mar. 1975

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Government Sales

Ministry of Defence

22 April 1975 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon.

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon, OX6 7AL (Tel. 08693 2073)

A large quantity of stores lying at the Central Ordnance Depot, Bicester and other depots and locations, and including vests, pyjamas, drawers, greatcoats, bush jackets, drill trousers, khaki shirts, blankets, boots, shoes and other clothing and textiles; chairs, tables, bureaux, wardrobes, bedsteads and other furniture; canvas tentage, haversacks, groundsheets, web packs; tyres, air compressors, charging sets, generators, fire pumps, hand tools, cameras, electrical equipment, kitchen equipment, 1100 Omega wristwatches, machine tools including lathes, milling and grinding machines, hydraulic presses, etc; vehicles including Morris Travellers and vans, and other miscellaneous stores.

29 April 1975 Miscellaneous Stores

Location: Bristol Esso Hotel, Filton Road, Hambrook, Bristol

Auctioneers: Russell Baldwin and Bright (Dept. L), 19-21 King Street, Hereford HR4 9DB (Tel. 0432 55441)

Approximately 1,000 lots lying at Hereford and other depots in the West country including a Coles 10 ton mobile crane, 2 Mann Egerton portable 35 cwt. cranes, Leyland 2,500 gallon refueller bowser, aircraft servicing fuel truck 2,500 gallon 10 ton, Six Ford Anglia saloons, Ford Cortina estate, Morris mini saloon, Morris 1 ton van, Bedford utility 6 seater car, Green/Fordson road roller, Coventry Climax 4,000 lb. lift fork lift truck, Lansing Bagnall industrial tractor and other cars, vans, plant and trailers. Various machine tools which include lathes, drills, millers, grinders, welders etc. Water and other pumps, 11,500 tyres, hydraulic and other jacks, bowden cable, aircraft actuators, voltage control panels and generators, metal rectifiers, electronic valves, electric sewing machines, oscilloscopes, radio receivers, aircraft and MT electrical spares, ferrous and non-ferrous scrap. 1,100 greatcoats and a large quantity of other service clothing. Blankets and sheets. 8,000 chairs, 470 tea trolleys. 350 bureaux/secretaries, 900 wooden and 1,450 steel wardrobes, dressing chests, tables and other furniture. Carpets etc. and a large collection of other stores.

7 May 1975 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester, Hants

Auctioneers: Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants PO16 7AX (Tel. 03292 42211)

A large collection of stores which include a Fordson Major diesel tractor, Aveling Barford dumper, batteries, aluminium, cable, petrol engines, electric motors, electrical-wireless and MT spares, paint, tools, trailers, tyres, watches, binoculars, cameras, drawing instruments named ships bells, 25 machine tools including Smart and Brown lathe, Pratt and Witney lathe, Robertson power roller, Adcock and Shipley miller, Omerod shaping machines and a Churchill Redman lathe. 300 lots of furniture and 250 lots of clothing including bookcases, bureaux, chairs, lockers, secretaires, tables, wardrobes, blankets, boots, carpets, jerseys, rags, suitcases etc.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

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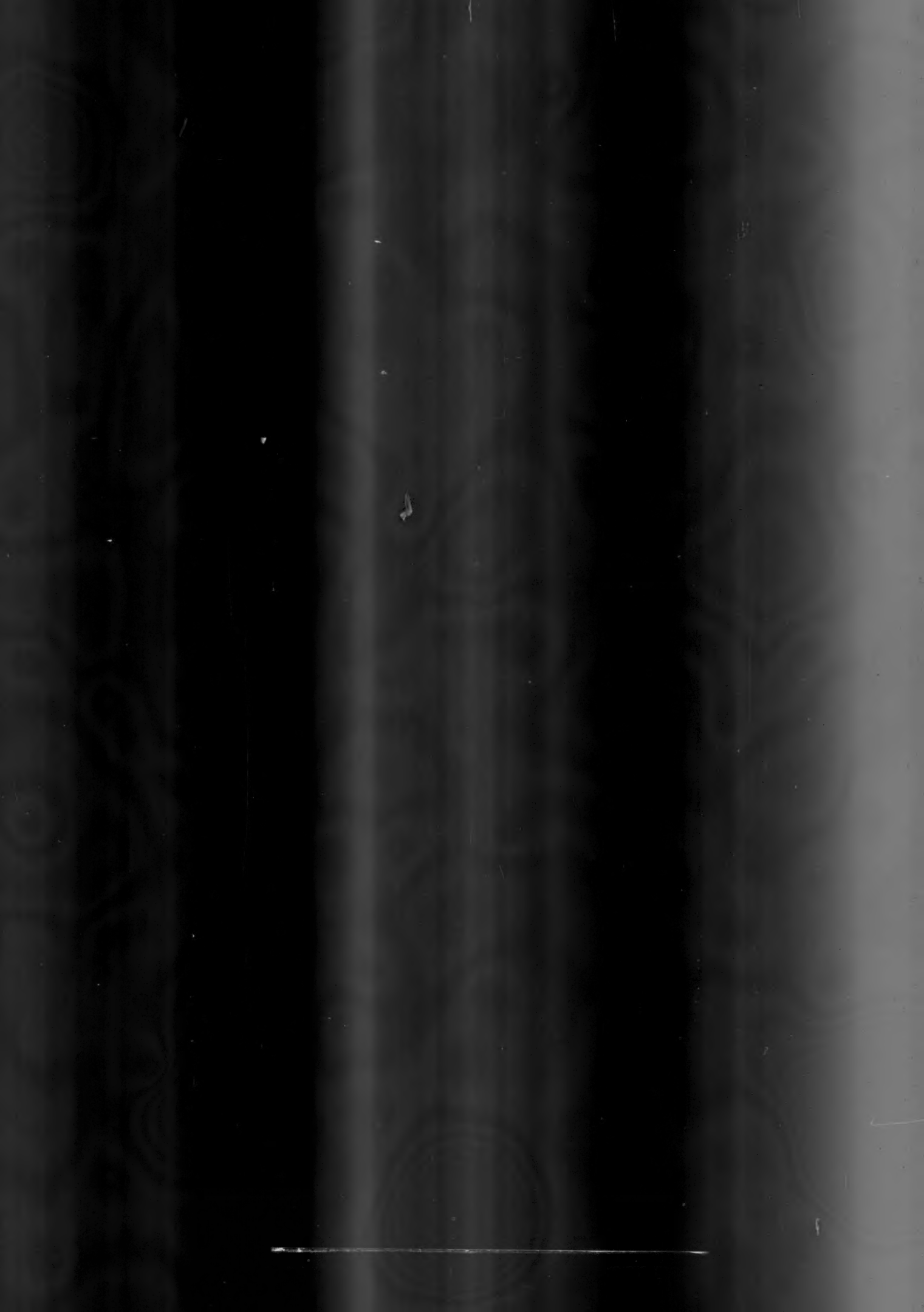
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